Man of the same

Max Bidery

A least to the Di

makes States

. 22 (44.22)

Wa Madining

World News

Manager Land Pretoria tries to resolve Zulu spears controversy The South African govern

The South African government will this week seek to resolve its dispute with the African National Congress wince amounced that it would boy-cott talks on a post-speriheld constitution. constitution.

President F.W. de Kierk is

due to meet the Zulu King Goodwill Zwelithini early this week to discuss the banning of spears and sticks, which Zulu leaders claim are "cultural wespons" but which the ANC says provoks township violence. Page 18

Croatian status poli

Not seemed to the Croatian went to the polls of Croatia went to the polls of Croatia went to the pous to decide whether the territory wished to become a sovereign state", which may or may not become part of a Yugoslav "confederation". Page 2

Kuwaiti trials start Kuwaii has begun trials of Kuwait has begun trans or those accused of collaborating with the Iraqi occupation forces, issuing prison terms on charges ranging from taking up arms to wearing Saddam Hussein T-shirts.

Kurdish talks staffed
Final agreement over autonomy for Iraq's Kurds is being
held up by a dispute over
Kurdish demands that the oilrich area around Kirkuk be included in the autonomous

region. Page 8

Mengistu threatened

Ethiopian rebels claimed to
have dealt their most devastating blow to the regime of President Mengistu Haile Mariam,
advancing to within 90km of
the capital cutting off a strategic road and selzing three key
towns. Page 4 region. Page 3

Greek Cypriots vote Greek Cypriots elected a new parliament amid speculation over fresh Turkish proposals for reuniting the island which has been partitioned for 17-years. Page 2

Brazil strike threat Brazilian labour leaders have called a two-day national strike

I Cell the government's anti-infla-tionary economic policies South Koreans clash South Korean dissidents clashed with police in Kwangju after a young woman died of

burns in a protest suicide. Lebanese high alert The Lebanese army went on high alert in the south after Israeli warplanes attacked a guerrilla base in what the Defence Ministry called an attempt to hamper the march

Polish dispute ends Some 20,000 Polish striking copper ore miners agreed to return to work after a six-day

stoppage in the south-west Lubin area. Page 3

Jail riot claims 19 Mexican police said they were in full control of an overcrow-ded state prison in Matamoros near the Texan border, after 19 inmates were killed in a riot triggered by a clash between

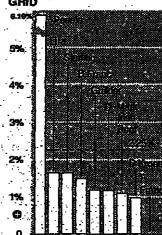
rival drug ganga. **Price of progress** Indonesia has officially inaugndam in central Java despite the protests of 600 families who President Spharto told them that "development requires

VEV losses of FFr800m confirm worst forecasts

VEV, the debt-ridden French VEV, the debt-ridden French textiles group, has finally announced net losses of FFr809m (\$137.7m) for 1990, confirming analysts worst forecasts. The group, temporarily rescued from bankrupicy by bankers and the French government, said operating losses totalled FFr270m as sales fell by 14 per cent. Page 19

EUROPEAN Monetary System: A cut in the Bank of Spain's money market intervention rate, the main instrument of monetary policy, produced only a temporary easing of pressure in the European exchange rate mechanism. The French franc finished near its floor against the peseta, despite the Bank of France's decision not to follow the Span-ish move. Speculation that the Bank of England might cut rates also proved unfounded. Currencies, Page 29

EMS May 17, 1991 GRID 6.19%



The chart shows member cur renties of the exchange rate mechanism measured against the weakest currency in EMS's narrow 2.25 per cent fluctuation band. In practice, currencies in the EMS narrow band connot rise more than 2.25 per cent from the weakest currency in that part of system. Sterling and the Spanish peseta opera oith 6 per cent fluctuation

SEMICONDUCTORS: US and Japanese trade officials failed to settle their differences over a new pact on foreign access to Japan's semiconductor market. Page 4

PILKINGTON, UK glass-maker, is to sell Coburn Optical Industries, part of its US eye care business. Page 20

US budget deficit may be less than expected in the current fiscal year despite falling tax

receipts. Page 4 TORACCO: European Community's retail tobacco market, worth \$50bn in 1989, would not be affected by an advertising ban, according to the the confederation of EC cigarette

manufacturers. Page 19 SINGAPORE Airlines posted a 24 per cent fall in after tax profits for year ended March 1991, Page 21

ANDRAN Pact: Presidents of Bolivia, Colombia, Ecuador, Peru and Venezuela signed an accord designed to imple-ment an Andean regional free

trade zone by 1995. Page 4 DALGETY, UK food and agri-business group, is expected to announce itself prepared for a major European acquisition after disposal of US pro-duce interests. Page 19

The UK's opposition Labour Party could be in power within a few months. Over the next few weeks, starting today, the Financial Times will take a detailed look at Labour's policies in a series of editorials to assess if the party is ready for government



Moscow seeks to remove barrier to foreign investment

THE Soviet Union plans to introduce partial convertibility of the rouble next year to encourage foreign investment and bring the country closer to a market economy.

The plans for internal convertibility of the currency, disclosed by Mr Viktor Gerashchenko, chairman of the Soviet central bank, at the weekend, will require substantial west-ern credits to boost the Soviet Union's scarce hard currency

The move, discussed last Thursday by the Soviet cabinet and republican representatives, would allow Soviet and foreign enterprises to sell and buy roubles for hard currency at market rates. Foreign investors would be able to repatriate profits in hard currency.
Internal convertibility falls

short of full convertibility in so far as Soviet enterprises would still not be allowed to invest hard currency abroad. The Soviet government will need extra hard currency reserves to support the rouble in foreign exchange markets. The Gosbank chief also said

the introduction of a convertible currency presupposed the implementation of tough domestic reforms, such as further price liberalisation and moves to demonopolise Soviet He warned that making the

rouble convertible would pose "serious problems" for Soviet

enterprises which needed hard currency to import raw materials and components, since they would have to pay a full market rate for hard currency and not one set by the state as in

Mr Gerashchenko said that the plan for partial convertibility, which would be completed by July 1, would be submitted for examination "abroad and by the International Monetary Fund in particular.
"At present we should think

what is to be done so that major financial organisations can grant us most favoured nation status," he said in an interview with Izvestiya, the government newspaper. He also acknowledged that a

common front by the central government and Soviet repub-lics was essential to obtain foreign support.
Mr Gerashchenko's

announcement coincides with intensive Soviet efforts to obtain the support of the G-7 group of industrial nations in return for genuine market reforms by the Soviet Union. The IMF provides balance of payments assistance for countries which undertake structural adjustments meeting the

Fund's criteria for reform. IMF support also unlocks other sources of western funding. for membership has so far been held up by western scepticism advanced up to now Mr Grigory Yavlinsky, a leading Soviet economist, left

to continue work with economists close to the US administration on a programme for radical economic reform based on co-operation with the West. His mission has the blessing not only of President Gorbachev, but of Mr Boris Yeltsin, the Russian leader, as well as of Mr Nursultan Nazarbayev, the president of Kazakhstan, who are all signatories to a joint declaration pledging a common approach to economic

reform. Mr Yavlinsky, a former Russian deputy prime minister, is also actively involved in nego-tiations for President Mikhail Gorbachev to attend the Group of Seven's London summit in

July. Mr Valentin Pavlov, the Soviet Prime Minister, said in a recent interview that President Gorbachev's main request, if he is invited to the G-7 summit, would focus on assistance for making the rouble convertible.

The Soviet government has already taken small steps towards convertibility, for instance by setting up foreign currency trading for banks, and by approximating the exchange rate charged to tour-ists with black market rates. Battle for presidency begins, Page 18; Comecon, Page 2



Boris Yeltsin, taking a break during a game of tennis in Moscow at the weekend, is a candidate in the first direct elections for president of the Russian Republic. Page 18

US rejects World Bank proposals

By Peter Riddell, US Editor in Washington

A RIFT between the World Bank and the US over funding has widened after the US's rejection of World Bank com-promise proposals aimed at promoting the private sector in developing countries.
The US administration is

insisting on the issue being resolved before it stops blocking a large capital increase for the International Finance Corporation (IFC), the affiliate of the World Bank which lends to, and takes equity investments in, private sector compa-

While generally backing the work of the IFC; the US favours a smaller capital increase than the doubling of the present \$1.3bn (£750m)

urged by the IFC's management and backed by Germany and Britain. The US favours a rise of between \$700m and \$800m and has questioned whether the IFC cannot raise more money internally, by improving its rate of return. The US argues that a plan to

ment put forward in April 1989 has never been implemented and that too much of the bank's philosophy is based on The IFC's management is angry over the dispute which,

if it delays the capital increase, may slow the growth of pro-grammes to assist the private sector. The IFC has become very active in assisting reform

The US has separately been questioning some of the IFC's rate of return figures, arguing that there is more scope for self-financing and maintaining that IFC could continue to

even without any capital The differences between the US and the bank's management are due to be taken up at

a board meeting on Thursday. But unless agreement is reached within the next few weeks there will not be time for the US Congress to approve the necessary legislation authorising the additional US contribution for the coming fis-

sure to reach agreement both from other leading industrial countries and from some Con-gressional leaders. Representative Mary Rose

Oakar, chairman of the subcommittee on interpational development of the House Banking committee, has writm to Mr Nicholas Brady, th Treasury Secretary, warning that legislation approving increases in resources for other development bodies, including the International Monetary Fund, may not go ahead unless agreement is reached on an increase in the IFC's capital. But there are few signs of an

early breakthrough, in view of the positions taken up ahead of the Bank's board meeting.

Indian voters choose lotus, hand or wheel

By David Housego in New Delhi

IN RURAL INDIA, where most voters live, today is the day of choice by its symbol. As the

Mr Rajiv Gandhi's Congress
Party, the "lotus" that of the Hindu revivalist Bharatiya Janata Party and the "wheel" represents the Janata Dal of former Prime Minister V.P. Singh. The parties are the three main contestants in the general election for which polling begins today and continues in two further phases on

Wednesday and Sunday. In a country of 38 per cent literacy, the majority of voters

voters live, today is the day of choice by its symbol. As the the "hand", the "lotus" and the campaign gathered momentum— 'wheel".

The "hand" is the symbol of parties have festooned their symbols across every available

The party signs are every-where: scrawled on the outside of vilage houses; strung across the street like flags; and on posters stuck on the back of buses and of "auto-rickshaws". When voters go into the

seclusion of the polling booth today, most will look for a party symbol on the ballot paper handed to them. Con-Continued on Page 18

ICI finalises secret strategy to fight potential bid from Hanson

By Clive Cookson in London

IMPERIAL Chemical industries (ICD, the world's fourth largest chemical group and Britain's largest manufacturing company, yesterday put the finishpany, yeahes to a secret plan to defend itself against a possible bid from Hanson, the acquisi-tive conglomerate which last Tuesday acquired an unwel-come 2.82 stake in the group. The ICI war committee – led

by the chairman Sir Denys Henderson with Mr Colin Short, finance director, and Mr Ronnie Hampel, director responsible for acquisitions and divestments – held a series of meetings in London at the weekend with its advisers, the merchant bank SG Warourg and US finance house Goldman Sachs. As Lord Hanson, chairman

of Hanson, remains silent about his intentions, the ICI team is prepared for a take-over bid in the immediate future. But Sir Denys believes that is unlikely. More probably, the ICI camp says, Lord Hanson and his advisers - the merchant bank NM Rothschild and securities house Smith Hew Court - will wait for several weeks or even months and assess all the political and financial reaction, before deciding on their next

They could make a full bid for ICI, sell the stake or pro-pose some form of partial take-over or alliance between Hanson and the chemical group. Beyond making plain that ICI will counter-attack ferociously if Hanson makes an aggressive move, Sir Denys and his team refuse to spell out their plans.

"The other side is saying nothing and we want to keep our powder dry," said one insider.

A possible Hanson plan is not to take over ICI and break it up but instead to take a substantial stake in the chemical group - 20 per cent would be the minimum required for equity-accounting purposes. Hanson would then want seats on the ICI board and an agreed strategy for streamlining the group and its man-

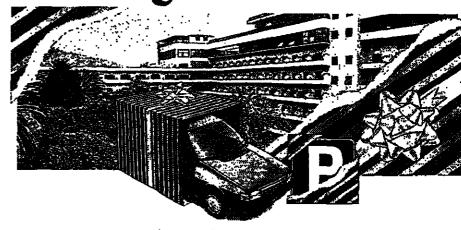
ICI and its advisers, mean-while, continue to scrutinise Hanson and its operations, in the search for ammunition to counter-attack if necessary. They say they have had offers of assistance from many people who have had pastdealings with Hanson.

ICI is likely to present itself in its defence documents as a company prepared to invest in research and development and to build up businesses for the long-term, as successful German and Japanese companies do. Hanson, in contrast, will be portrayed an asset-stripper.

The eight trade unions repre senting ICI workers meet this afternoon to co-ordinate their political campaign against Hanson, under the auspices of The management for its part

would not want its allies in the City to get the impression that it would be less tough than Continued on Page 18

Super Navigator to Portugal. The business travel bargain of 1991.



If you don't fly TAP Air Portugal's 'Super Navigator' business class from Heathrow to Lisbon, Porto, the Algarye or Madeira, you'll be missing the business travel bargain of 1991. (From Manchester, to Lisbon only).

Your ticket includes: Pree overnight car parking at Heathrow plus car valet. A Free night in a top hotel at your destination. Reduced rate Avis car hire. Use of TAP's VIP lounges.

Make sure you don't miss Super Navigator - the business



THE SCHEDULED AIRLINE WITH UNSCHEDULED BONUSES

CONTENTS

THE MONDAY INTERVIEW



The past hangs over lon lliescu, president complain that he is unable to shed the mantle of his commuyoung ministers, how thetic and loyal

of Romania. His critics nist days. His advisers ever, are more sympa-

must never be bare Surveys Emilia Romagna ... Labour Party; Labour and the economy ------16 Survey: Turkey -UK Gilbs

Beirut-Damascus treaty: Syrians insist that

will in law be able to use their mother tonque - a first gesture towards this troubled

B MONDAY : Emilia Romagna: a "shop window" for the Italian Left, facing a crisis of values.

ETUESDAY: Car of the Future : shaped more

ii wednesday : European Finance & Investment: Part 6, Ireland : Haughey's new

FRIDAY :

FT SURVEYS THIS WEEK



Turkey: Undecided over reforms. (see left)

by the environment than by consumer preference.

European Finance & Investment: Part 7, Spain : mergers promise a new spirit of competition.

International Banking : 80 much

24 Building Contracts 15 Financial Diary .

Lebanon stays independent ... Tokyou Setback for talks on the US-Japan chip Britain's health service: Why the cupboard Editorial Comment: Judging the British

Off-the-shelf citizenship: The political football being kicked by three UK parties 17. Section III Unit Trusts

Turkey: The country's Kurds

ertemborarias astrojamos de qualcomence a practica en a la discolaria de la compania de la compania de la comp

E THURSDAY :

Cypriot

Comecon sets date for dissolution

THE SOVIET Union and its former communist allies will preside next month over the funeral of Comecon, the Sovietled trade organisation, dead since January, Leyla Boulton

reports from Moscow. Mr Bela Kadar, Hungary's minister for international economic relations, said however that an agreement to dissolve Comecon on June 28 would not

signify "the funeral of co-operation as such". The nine remaining mem-bers of the Council for Mutual Economic Assistance (Comecon) switched to hard currency trade on January 1, East Germany, the 10th member, having been become part of a united Germany late last year. Justification for the existence of Comecon, which used to manage a centrally planned barter system, then disap-

However, it was only on Sat-urday that the nine – the Soviet Union, Poland, Bulgaria, Hungary, Czechoslovakia, Romania, Vietnam, Mongolia, and Cuba – set a time-table for

Polls forecast

losing ground

OPINION polls published

yesterday forecast that Spanish prime minister Mr Felipe Gonz-alez's Socialist Workers' Party

(PSOE) will lose ground when 30 million Spaniards vote in

local elections all over the

country next Sunday, Reuter reports from Madrid.

poll which saw the two biggest opposition parties, the conser-

vative Popular Party (PP) and the United Left coalition (IU),

both closing the gap with the PSOE. The Social and Demo-cratic Centre (CDS) lost sup-

port in the poll.
Voters will choose candi-

Turnover

Profit before taxation

Earnings per share*

Dividend per share

Surplus on sale of

fixed property

Total assets (Rm)

Debt to equity (%)

Interest cover (times)

Current ratio

Profit attributable to shareholders

*Calculated on the weighted average

Extraordinary income/(charges) attributable

Compensation paid on cancellation of contract

number of shares in issue (000s)

to shareholders not included above:

Provision against mining assets

Net asset value per share (rands)

Total liabilities to equity (%)

investment in managed gold mines

El Pais newspaper carried a

Gonzalez

winding down the organisation created by Stalin 42 years ago. Mr Kadar told a news conference the dissolution of Comecon would formally take effect 90 days after a treaty to this effect were signed by Comecon representatives in Budapest

Meanwhile, the countries have to resolve a dispute over how to dispose of Comecon's property, which consists mainly of a skyscraper housing its Moscow secretariat and a

The Soviet Union would like to buy the headquarters, per-haps with a view to renting them for hard currency to western companies. The east-ern Europeans, though, want to turn the secretariat into offices for their enterprises to do business in Moscow. Member states are also still

divided on a successor organisation for Comecon. Last year, they agreed to set up a loose consultative body to be called the Organisation for Interna-tional Economic Co-operation. It would provide economic forecasts and analysis on the difficulties of switching from a command to a market econ-

omy.
Now, however, Poland,
Czechoslovakia, Hungary, Bulgaria and Romania want to
exclude Mongolia, Vletnam and Cuba from the new club, while Moscow has wavered on the issue. The less-developed trio is seen as a drain on the European countries' resources with nothing to offer a new organisation.

These problems, however, are small in contrast to the separate task of reviving trade between the Soviet Union and the five eastern European countries. This collapsed with the switch to hard-currency trading in January, mainly because the Soviet Union continued to sell oil and gas to eastern Europe but had no hard currency left to import food and consumer goods traditionally supplied to it by east-

ern Europe.

Mr Stepan Sitarian, head of the Soviet Union's Foreign



Bela Kadar: co-operation

tee, said moves were under way to raise imports from east-ern Europe by restoring trade in national currencies and lift-ing Soviet restrictions on bar-ter trade.

Soviet air traffic controllers may strike over pay dispute

THE Soviet government has met most demands by air traf-fic controllers, but their strike could still go ahead because of differences over pay, a trade union leader seld on yesterday, Reuter reports from Moscow. Mr Sergei Yevsukov, vice-president of the control-lers' union seld the govern-

lers' union, said the govern-ment had made key concessions on pensions, retirement age and holidays following talks to avert the strike, which was to begin tomorrow. But government negotiators

were flatly refusing to bow to demands for a three-fold increase in pay, he added.

dates for 8,000 town halls and the governments in 13 of Spain's 17 autonomous regions. "We are receiving calls from throughout the country from El Mundo newspaper sald that unless the Socialists make a pact with other parties, the local trade union committees and they say we should hold out until the very end, and not PP should clean up in Madrid, where they have ruled with the sign any agreement until all our demands are met in full," interview. He said it was not up to his negotiating team to proceed with the strike but only "to implement the will of the peo-

Civil aviation minister Mr Boris Panyukov told the Communist Party daily Pravia on Saturday that the strike, which would close Soviet airspace, was illegal The authorities were pre-

pared to take stern measures to prevent it, he said. Each day of a walkout would cost the economy 25 million roubles (\$42m at the inflated official exchange rate) and \$2m

in convertible currency.

Soviet pilots have pledged to stage a one-day strike to press similar demands. Senior parliamentary official Mr Valery Voskoboinikov told Soviet television yesterday that the government had

Six months ended

31 March 1990

Rm

755.5

147.8

96.6

714c

120c

(8.6)

21.1

30 Sept. 1990

3 721.4

102

76

53

1.0

2.6

13 528

RAND MINES LIMITED

31 March 1991

Rm

856.6

154.1

104.3

700c

100c

(6.3)

(3.0)

6.1

31 March 1991

Comparative figures have been restated for the year ended 30 September 1990 to give effect to the following

Assets currently amortised by subsidiaries on a "life-of-mine" basis are amortised over the estimated.

Decline in profits and dividend forecast for the full year.

economic life of the individual assets. Provisions for replacements have been written back to retained

3 972.2

78

8.0

2.1

14 910

Extracts from the unaudited consolidated

results of Rand Mines Limited and its subsidiaries

for the six months ended 31 March 1991

agreed to reduce the retirement age of air crew and traf-fic controllers to 50 for men and 45 for women and extend annual leave to 50 days or

But he said government ministers were not prepared to grant a pay increase exceeding 50 per cent. Controllers complain that

their monthly wage of 400 roubles - over 50 per cent higher than average Soviet sala-

ries – does not reflect the stress and danger of the job. Union leaders estimated last week that 95 per cent of their estimated 17,000 members were prepared to join the walkout. A strike would hit Western inlines forting to the Res Res A SITIES WOULD IN WESTERN airlines flying to the Far East because the most direct routes from Europe to Tokyo, Hong Kong and other cities in the region cut directly across Siberia.

Change

+ 13

4

8

-2

-17

Tough line on the krona

Robert Taylor assesses the Swedish decision to link its currency to movements by the Ecu

HE Swedish decision to link the krona to the European currency unit (Ecu) indicates the seriousness if the government's desire to become a member of the Eurooean Community.

GREEK Cypriots voted yesterday to elect a new parliament, amid speculation over fresh Turkish proposals for reuniting the island. Mr Allan Larsson, finance minister, made clear that the decision on Friday to link meant Sweden would like to join the exchange rate mechanism of the European monetary system "as soon as possible". He also wants Sweden to take a full part in the EC's discussions on accoronic and The "national problem," the Greek Cypriot term for the 17year-old partition of the island, was the main issue in a low-key campaign that empha-sised televised political debates rather than outdoor sions on economic and monetary union

However, these wishes require the EC's agreement, and it may be some time before reflecting a consensus among local political leaders over recent US efforts to promote a solution under UN auspices, tory response. Even so, with Sweden's EC membership said that "only substantive proposals from the Turkish side" could revive negotiaapplication due for delivery in Brussels by the end of next month, the pace of Sweden's integration to western Europe is quickening. tions. "The key to a solution is Ankara. It would be a great pity if Turkey doesn't respond to this positive international climate," he said. The link of the krona is a

UN officials, who sponsored years of fruitless discussion etween the Greek and Turkbetween the Greek and Turkish Cypriot communities, are
holding direct talks with the
Turkish Foreign Ministry.

Mr Rauf Denktash, the
Turkish Cypriot leader, says
he is under pressure to produce specific plans for territorial adjustments to let Greek
Cypriots report to northern

Cypriots return to northern Cyprus, occupied by Turkish troops since 1974. The right-wing Democratic

Rally party was forecast to retain its position as the larg-est party in parliament, with more than a third of the vote. Akel, the flourishing commmunust party with a popular leader in Mr Demetris Christo-

fias, has dropped its opposi-tion to Cyprus's application for European Community membership. It was expected to move ahead of the centrist Diko party into second place.

W Europe's car sales end decline

By Kevin Done, Motor **Industry Correspondent**

WESTERN European new car sales increased in April by an estimated 8.4 per cent to 1.3m from 1.2m a year ago, the first year-on-year increase since

July last year.

For the first four months, sales in western Europe (including eastern Germany for 1991) were virtually unchanged at 4.92m, according to industry estimates.

The strengthening of demand in April reverses, at least temporarily, the down-ward trend established in mid-1990, which has severely depressed the profits of several car makers and has led to layoffs and reduced production The improvement in April however, reflects chiefly the continuing dramatic surge in demand for new cars in Germany in the wake of unifica-tion, which is compensating for the sharp fall in sales in several other key markets including in particular the UK, Spain and France.

There is concern in the industry that German demand could weaken in the second half of the year, as the initial car demand in eastern Ger-many is satisfied and as tax increases are implemented. Excluding Germany, new

car sales in western Europe, in the first four months, were 12.4 per cent lower than a year ago at 3.41m. Demand in some smaller markets also improved in April, however. Excluding Germany, sales last month were 5.9 per cent lower than a year ago at an estimated

867.000. Overall new car sales last month were higher than a year ago in nine markets year ago in nine markets across western Europe and lower in eight. For the first four months, sales were lower in 13 markets, higher in four. Germany remains the driving force behind western European new car demand and, last month, sales were an estimated 56.1 per cent higher at 432,000 (including eastern Germany), compared with sales of 277,000 a year ago in West Germany alone.

On the same basis, sales in Germany in the first four months were an estimated 47.4 per cent higher than a year ago at 1.5m.

The UK is still the volume market hit hardest by recession. Sales in April were 24.2 per cent lower than a year ago and 22.2 per cent lower in the first four months.

The steep fall in French car sales in the first quarter was moderated last month with an estimated drop of only 0.6 per cent, while sales for the first four months were 16.0 per cent lower than a year ago. The Fiat group of Italy has been the main loser this year with its western European new car sales declining by an estimated 12.2 per cent in the first four months and its share dropping to only 13.4 per cent from 15.3 per cent a year ago.

The financial self-disciplines imposed by Sweden over Ecu linkage – and eventually the ERM – will force future governments to pursue tough eco-nomic policies so as to ensure low inflation and monetary sta-bility. Sweden has decided the krona will not be allowed to fluctuate by more than 1.5 per cent above or below SK17.40054 to the Ecu.

Mr Larsson said in an interview: "We have taken this decision from a position of strength." He pointed to the substantial inflow of foreign capital to Sweden, the improve-ment in the balance of trade, and signs that the country's high inflation rate is at last declining. Consumer prices rose by only 0.5 per cent in April, bringing the year-on-year rate to 10.9 per cent.

omestic interest rates are also expected to fall further this week, in another sign of an improved economic climate.

further sign of confidence that the ailing Swedish economy is on the road to recovery, with-It is clear, too, that the Ecu decision will impose added pressure on employers to stand out recourse to temporary pal-liatives such as a devaluation. firm against those mainly white-collar workers who refuse to swallow a tight two-In fact the krona's link to the Ecu appears to quash specula-tion that Sweden will manipuyear national wage agreement, accepted by about 75 per cent of the workforce. It is designed late the value of its currency - as it has in the past - to to bring down the country's costs to the level of its main

trade competitors.

The demantic reasons for the timing of Ecu lialities are clear enough. The present feverish state of public opinion points not only to the defeat of the ruling Social Demiocrats on September 15 but a fragmented parliament, containing perhaps. perliament, containing perhaps eight parties, making it hard

eight parties, making it hard for any government to take tough decisions.

With the prospect of political chaos, business confidence could have drained away. The fact the krons is now firmly wedded to the European currency system is expected to reassure markets that, whatressure markets that, whatever happens after the general election, the handamentals of Swedish financial policy will remain unchanged.

The decision on Ecu linkage must also be viewed in the wider context of Sweden's a linkage must also be selected.

bipartisan European strategy. It is, in Mr Larsson's words,

It is, in Mr Larsson's words, the crown on the other moves that the Swedish government has made towards the EC.

Sweden believes the break-through last Monday in negotiations between the EC and the European Free Trade Association, on a European Economic Area, means a framework EEA agreement is now in sight and that loose ends over fishing that loose ends over fishing and transit rights should not delay the timetable for the Swedish membership bid.



Croatian president Franjo Tudiman (left) and his compatriot Stipe Mesic, in line for the presidency of Yugoslavia, hall the weekend victory of Dinamo Zagreb over Red Star Belgrade, respectively the of Yugoslavia, hail the wee

Ethnic divisions in Croatia as republic votes on status

By Laura Silber in Vukovar, Croatia

VOTERS in Yugoslavia's republic of Croatia yesterday went to the polls to decide whether the territory wished to remain a part of Yugoslavia or become "a sovereign state". which may or may not become part of a Yugoslav "confedera-

The vote is widely seen as a referendum on independence and the Croatian government could regard the outcome as a mandate to leave the Yugoslav federation

Mr Franjo Tudiman, president of Croatia, yesterday said:
"We need the referendum to
show the world that independence is not just the programme of my government, but the will of the people".

Most Croats were expected to vote for the sovereign state. However, many Serbs from the Croatian town of Vukovar, a town of Serbs and Croats, yesterday seemed to have voted in favour of keeping Croatla in the present federation of six republics because they are concerned about their status in an independent Croatia.

Croatia's moves towards greater distance from the federal structures has led it into conflict with Serbia, the largest republic and still dominated by

the communist party. Serbia, which wants to retain Yugoslavia's present structures, last week prevented Mr Stipe Mesic, a Croat, taking his turn at the head of the ms turn at the near of the country's eight-member presidency. The failure by Serbia to voted for Mr Mesic has meant that Yugoslavia has been without a federal president and head of the armed forces.

This led Mr Ante Markovic, federal prime minister, to form last Friday a "committee" which would guarantee the functioning of federal institutions, in an attempt to by-pass the paralysis. The army issued a statement on Saturday, after

an emergency session of mili-tary leaders, in which it warned that "special measures" would be taken" in the light of the deadlock. It did not go into

Meanwhile, the disputes at the federal level have reached-Vukovar, with its population of 30,000 people, whose voters are now concerned about the possibility of civil war. They were doubtful yesterday that the referendum would resolve the country's deepening crisis. "It would be better if Croatia could fully secede. We are on Serbia's frontier, where brother will have to shoot

against brother," said a Croatian woman after voting.

There were no reports of vio lence between Serbs and Croats but police armed with AK-47 machine guns guarded some polling stations while heavily armed police from Croatia's special forces occu-pied the town's hotel.

WEST EUROPEAN NEW CAR REGISTRATIONS January-April 1991

	Vokane (Units)	Volume Change(%)	Share (%) Jan-Apr 21	Share (%) Jan-Apr 90
TOTAL MARKET	4,921,000	+0.0	100.0	100.0
MANUFACTURERS:				·
Volkswagen (Incl.	817,000	+ 10.9	16.6	15.0
Audi & SEAT)			10.0	10.0
Flat (incl.Lancia,	659,000	- 122	13.4	15.3
Alfa Romeo, Ferrari				
Innocenti, Maserati)				
General Motors (Opel/Vauxhall.	620,000	+9.3	12.6	11.5
US# & Saab)				
- Opel/Vauxhali	598,000	+10.3	10.0	
- Sash	17,900	- 22.0	12.2 0.3	11.0
Ford (Europe.	602,000	+7.8	12.2	11.3
US# & Jaguar)	,		122	1120
— Ford Europe	594,000	+8.3	12.7	11.2
— Jaguar	5,000	-32.8	0.1	0.2
Pergeot (incl.	577,000	- 10.4	11.7	13.1
Citroën)				
Renauli††	487,000	-4.5	9.9	10.4
Mercedes-Bezz	163,000	+4.2	3.3	3.2
Nissan BMW	151,000	+ 12.1	. 3.0	27
Rovert	133,000	- 1.6	. 2.7	2.7
Toyota	181,000 125,000	-8.4	2.6	. 2.9
Mazda	101,000	+23 +4.6	2.5 2.0	2.5
Volvett	76,000	-18.0	1.5	2.0
Mitsubishi	63,000	+3.5	1.3	1.9
Hondat	55,000	+3.3	1.1	
Total Japanese	568,000	+5.6	11.4	1,7 10.9
MARKETS:			•	
Germany"	1,510,000	+47.4	30.7	20.1
ltaly -	904,000	-3.2	18.4	19.0
France	705,000	- 16.0	14.3	17.1
United Kingdom	583,000	-22.2	11.9	15.2
Spain	267,000	-19.7	5.8	7.3
*Inchvice costate Cormani	La 4004			

*Includes eastern Germany in 1991.

#Gars Imported from US and sold in western Europe.

"Gil holds 50 per cent and management control of Sa

Hideda holds a 20 per cent state in Rover vehicle ope

#Request and Vehics as #Lover.

German car danger

THE absorption of the eastern states threatens to damage Germany's good reputation in poliution control, says a report on new traffic patterns in eas

Germany, writes David Good v hart in Bonn. The report predicts a 26 per cent increase in carbon dioxide emissions in Germany, thanks to a sharp rise in the number and use of cars in the east.

The Financial Times (Baropė) Ltd.
Published by the Financial Times (Europe) Ltd., Frankfurt Branch, (Guiofictistrasee 54, 5000 Frankfurt-ammain 1: Telephone 069-75980; Fax 069-722677; Telex 416193 represented by E. Hugo, Frankfurt/Main, and, as members of the Beard of Directors, R.A.F. McClean, G.T.S. Damer, A.C. Miller, D.E.P. Pahur, London, Printer, Frankfurter Societaets-Drackers-GmbH, Frankfurt/Main, Responsible editor: Richard Lambert, Financial Times, Number One Southwark Bridge, London SEI 9HL. The Financial Times Ltd. 1991.

Registered office: Number Onc. Southwark Bridge, London SE) 9H1. Company meorporated under the haw of England and Wales. Chairman: D.E.F. Palmer. Main: stareholders: The Financial Times Limited, The Financial News. Limited. Publishing director: B. Hughes. 168 Rue de Rivola. 75044 Paris Cedes. 01. Tel: 401) 4297 0621; Pax: (01) 4297 0629. Editor: Richard Lambert-Printer: SA Nord Ecksi; 15/21 Rue de Caire. 59100 Roubais Cedex 1: ISSN: ISSN: 148-2753. Commission Parliaire No. 67808D.

Denmark, Telephone (33) 13 44 41. Fax (33) 935335.

Interim dividend red

Decline in profits and

The Dividend Declaration
is advertised
today in this newspaper.

changes in accounting policies adopted with effect from 1 October 1990:

2. All consumable stores are valued on a first-in first-out basis.

Barbrook debt restructured.

Interim dividend reduced by 17%.

advanced stage.



Negotiations for the rationalisation of platinum operations reach

ecublic of South Africa)

autonomy deal with Kurds

KURDISH rebel chieftains said the city of Dohuk, the first of at the weekend they had 400-500 UN guards to be mobireached broad agreement with Baghdad on autonomy for their

people in the north of Iraq.
However, the signing of an autonomy agreement is being held up by a lingering dispute over Kurdish demands that Kirkuk, at the centre of Iraq's main oil-producing region, be included in a new autonomous

region.
The paramount Kurdish guardila chief, Mr Masoud Barzani, said he hoped a document would be ready for signature within days to put a formal end to 20 years of fighting between the Kurds and the central government.

"The main point which we are still negotiating is about the area of autonomy. There are different views," Mr Bar-

zani said on Saturday. Mr Barzani, at the head of an alliance of Kurdish groups, is seeking implementation of a 1970 agreement that promised Kurds a large measure of autonomy in northern fraq, but did not extend to Kirkuk itself.

The 1970 agreement quickly collapsed amid Kurdish allegations that Baghdad had reneged on its promises. The past two decades have been marked by bitter conflict. In London, Kurdish opposi-

tion groups expressed great scepticism about the autonomy deal, saying that as long as President Saddam Hussein remained in power there was

little chance of lasting peace.
"Democracy is something impossible in Iraq under Saddam Russein," said Mr Muniaz Mirifi, president of the Kurdish human rights organisation.

Meanwhile, the first contingent of United Nations security

guards was deployed in north lead yesterday as part of the mounting operation to coax Kurdish refugees off the moun-

status

lised to provide the security for the thousands of refugees returning to their homes in

north Iraq.

Dohuk, a provincial capital just outside the allied security zone, is vital to the success of the relief plan. More than 200,000 of the refugees come

from the city.

A continued Iraqi military A continued Iraqi military presence has so far prevented refugees from returning. A US assessment team, comprising medics and disaster-response experts, was to have entered Dohuk yesterday but was refused parmission by the Iraqi forces still occupying the town. An autonomy agreement between Baghdad and the Kurds would have the way for

between Bagnaad and the Kurds would pave the way for the return of the refugees to all northern villages and cities, including Kirkuk, now under fraqi government control.

Mr Barzani confirmed that the Kurdistan Front was ready to be a second to the control of the Kurdistan Front was ready to be a second to the control of the Fisher to the control of the co to leave control of the Kirkul area's oil in the hands of the central government in return for Kurdish administration of the city.

"We want to reach concrete agreement on this matter, a radical solution if possible, and end this feud, which has lasted too long for the Kurdish people and for the fragi people as a whole," he said.

A quarter of frag's pre-war oil production of 3.2m barrels a day came from fields around day came from helds around Kirkuk. The Kurds have said they want a share of the state budget equal to their population — about 20 per cent of Iraq's 18m people.

Mr Barzani, who has held two meetings with Mr Saddam since he arrived in Bagdad on May 7 told reporters he was

May 7, told reporters he was willing to deal with the Iraqi leader because "both of ns have now got very strong experience that war is not the solu-

NEWS IN BRIEF Polish miners agree to return to work

SOME 20,000 Polish striking copper ore miners agreed to return to the south-west, writes Christopher Bobinski in Warsaw.

This will bring relief to the government of Mr Jan Krzysztof Bielecki, who was elected as one of the leaders of the 8,000 strong Liberal Democratic party at the group's second congress in War-saw at the weekend. Details have yet to emerge on what terms the miners agreed to

HK airport talks continue

Britain and China last night completed the second of five days of talks on Hong Kong's plans for a HK\$100bn (£7.50n) international airport. The talks centre on how much control China should have over this and other hig decisions before it takes Hong Kong back in 1997, writes John Elliott in Hong Kong.

Mr Andrew Burns, the senior diplomat from London leading the British side, said at the end of a 5½-hour session yesterday the talks had been "good, serious and earnest". Earlier talks were adjourned five weeks ago when the two sides failed to reach a compromise that would separate the airport from China's broader demands for at least partial control:

Northern Somalia secedes

Northern Somalia declared at the weekend its independence from the rest of the war-shattered country, writes Julian Ozame in

The secession of northern Somalia, now to be known as the Somaliand Republic, is a sign of how deeply Somalia has disintegrated after years of oppressive, undemocratic and centralised government which provoked an inevitable clan-based civil war. Mr Abduraham Ahmed Ali is to be the first president of the

Woman minister for Pakistan

Pakistan's government appointed its first woman minister over the weekend, in a move widely seen as a symbolic gesture to off-set recent criticism of Islamic laws and their implications for women, writes Farkan Bokhari in Islamahad.

Mrs Ahida Hussain, an experienced politicism, was appointed as an adviser on population welfare to Prime Minister Nawaz Sharif,

with the status of a full minister.

• At least five people were killed and 16 wounded by gummen and police yesterday as a nationalist group called for a protest strike in Sind province, witnesses said, Reuter reports.

Taiwan official to visit Moscow Taiwan's Vice-Economics Minister Chiang Pin-Kung will visit the

Soviet Union this month, becoming the most senior Taiwan official to visit Moscow publicly, a ministry spokesman said yesterday. Renter reports from Taipel.

Chiang, leading a delegation of about 60 economic officials and industrialists, left on Saturday on a 20-day trip that will also include visits to Poland, Czechoslovakia, Bulgaria and Hungary.

Taipei to lift gold curbs

Taiwan, one of the world's higgest gold buyers, will soon lift curbs on exports and imports of the metal, a leading economic newspaper said yesterday. Reuter reports from Taipei.

The cabinet will shortly lift a long-standing ban on gold exports and allow it to be imported freely instead of through a licensing system, said the Economic Daily News, quoting unnamed senior officials in the finance ministry.

Taiwan imported 103.73 tonnes of gold last year and briefly replaced Japan as the world's biggest buyer in 1988 when it bought 354.65 tonnes.

Li Peng defends Tibet line

China's hardline premier, Li Peng defended China's policies in Tibet yesterday and accused unnamed foreign forces of fabricating tales of human rights abuses in the remote Himalayan region, Reuter reports from Peking.

The premier also lashed out at Tibet's excled spiritual leader the Dalai Lama, attacking him for supporting Tibetan independence, though he said negotiation was still possible.

cials in Damascus are publicising the agreement as the first formal recognition by Syria of

Tebanese independence.

"For the first time, Lebanon has been acknowledged by law as an independent state in its present borders," Mr Mohammad Salman, the Syrian minister of information said vector. ter of information, said yesterday. 'No Syrian government ever said officially, Lebanon is a separate state.' In this treaty, Lebanon is recognised as an independent state; it is a new departure for the Syrian gov-ernment to officially acknowledge this.

The treaty does not mean the unification of Syria and Lebanon. It does not mean identical laws in the two countries. Both countries retain their own constitutions."

Fears for its own security have always been central to Syria's intervention in Leba-non. "The French and British non. "The French and British colonialists came to Syria through Lebanon," Mr Salman said. "Throughout history, anyone who wanted to threaten Syria came through Lebanon. Israel tried to dominate Lebanon, and in doing so they were above all targeting Syria. They tried to place a pro-Israeli president in power and forced the May 17 1983.

made both the Syrian and Lebanese people suffer."

The new Syrian-Lebanese treaty states clearly: "Lebanon aggression against Syria." Syrian and Lebanese officials

have portrayed the treaty as an extension of the October 1989 Taif peace accords. The Taif agreement required Syria's 40,000 troops in Lebanon to withdraw to east of Beirut six months after the dissolution of the militias and the completion of political reforms - condi-tions which the present, pro-Syrian Lebanese government claims are not yet fulfilled.

Two years after this redeployment, the presence of Syrian troops was to have been the subject of negotiations

President Hafez al-Assad of Syria repeated

his insistence at the weekend that a Mid-dle Rast peace settlement be based on key

UN Security Council resolutions requiring Israel to withdraw from land seized in the

1967 war, writes Tony Walker in Cairo.

treaty leaves the matter to a "higher council" comprising Syrian President Hafez al-Assad, Lebanese President Elias Hrawi and their deputies.

The prospect of a complete Syrism withdrawal from Lebanon, therefore, appears distant. Syria has always maintained it would not withdraw from Lebanon while Israeli troops con-tinue to occupy the south of the country. The treaty, due to be ratified

by the Syrian and Lebanese parliaments this week and for-mally proclaimed by the two presidents on May 25, calls on the two governments to "co-ordinate their economic, agricul-tural, industrial, commercial. transport, communications. and customs sectors, under-take joint projects and co-ordi-nate their development plans." beginning to recover from its civil war, Lebanese businessmen - who enjoy banking secrecy and the absence of exchange controls - are cring-ing at the possibility that Syri-

expression in concrete terms of the state of affairs dating from October 13 1990. On that day, Syrian aircraft bombed the presidential palace at Bashda, forcing Christian Lebanese general Michel Aoun to flee to the French ambassador's residence; 810 Syrian soldiers died in the ground assault, which brought Syrian troops to Chris-tian East Beirut. Two months later, President

Hrawi announced the forma-

intervention in Lebanon had been all but neutralised by the internecine Christian war of 1990. Christian objections to the treaty have been notewor-thy for their timidity.

an style "dirigisme" could par-Thus, the treaty marks alyse their own economy.

For many Lebanese, the treaty merely represents the Syria's triumph over the fran-cophone, Maronite Catholics of Mount Lebanon, who allied themselves with Israel in the 1970s and 1980s. Maronites outside the Christian enclave have rarely opposed Syria. It was Suleiman Frangieh, a Maronite president from Northern Lebanon, who invited Syrian troops into Lebanon in 1976. President Hrawi, a Maronite

from the Bekaa Valley town of Zahle, has met President Assad 12 times since his election in November 1989. Without Syr-

Mr Mubarak said after meeting Presi-

dent François Mitterrand at the weekend that France supported the view that any peace conference would have to be guided

Syria to drive Gen Aoun out of Baabda. Having despaired of Lebanon after the bombing of the US marine base in Beirut in 1983, the US government apparently made the same cold calculation which has led many Lebanese leaders to side with Syria: during 15 years of civil war, the Lebanese could not manage to reconcile their differences. If Syrian hege-mony could restore order to Lebanon, that was the lesser of

The once-powerful Phalange

militia has been disarmed

under the terms of the Taif

peace accord and the Phalange appear to be biding their time

in hopes that the US support for Syrian policies in Lebanon

Last year, when Syria joined

the coalition against Iraq, the

US gave its tacit approval for

may change.

Above all, the treaty constitutes Syria's revenge against history. Syrians still insist that the people of Syria and Leba-non are one, artificially sepa-rated by the French mandate powers. Unlike Irag's annexation of Kuwait, Syria now seems willing to accept, in the words of Mr Salman, "the exis-tence of one people in two

Hosni Mubarak. Israel has rejected UN participation in a proposed regional peace conference, accusing the world body of hias. It has also said repeatedly that it would not yield one inch of territory occupied in 1967. Syria insists on a "significant" UN role to emphasise the importance of the Security Council resolutions 242 and 338. In a rare public comment on faltering US peace efforts, Mr Assad accused Israel of blocking progress, and said the UN should be involved in any attempt to resolve the Arab-Israel dispute. "There is no escape from the implementation of the state, returned late last week to Washing-ton from his fourth peace shuttle to the Middle East since the end of the Guif war. The US is considering various options, including simply summoning parties to the dispute to a peace gathering.

ASSAD DEMANDS IMPLEMENTATION OF UN RESOLUTIONS

UN resolutions and the respect for inter-

national legitimacy," he told reporters at the end of a visit by Egyptian President



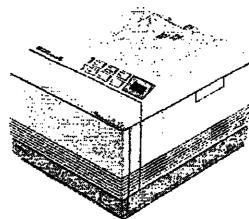
There really are only two ways to get top quality without leaving your desk.

The first is to get yourself promoted to Chairman so you can get a desk so huge it can comfortably house a medium sized print works. The other is fortunately much simpler, get yourself a personal printer from Hewlett-Packard.

They've just unveiled their most advanced 4 ppm model: the brand new HP LaserJet IIIP. It uses HP advanced PCL5 printer language for font scaling and vector graphics to create high impact documents. And with Resolution Enhancement technology it produces the blackest blacks, the sharpest

letters and smoothest curves ever seen on such a compact laser printer.

On the other hand, the HP DeskJet 500 inkjet printer offers laser quality output at a dot matrix price. And yet



the HP DeskJet 500 is so quiet you can hear a pin drop while you produce superb documents at your desk.

In fact, as you can see, the letter, spreadsheets and graphics it turns out are so impressive you could find yourself behind the Chairmans desk anyway.

For full details ring us on (0344) 369369 and we'll put you in the picture.



THE POSSIBILITY MADE REALITY.

INTERNATIONAL NEWS

Shortfall for 1991 may be less than \$300bn, but still a record

Darman expects smaller US budget deficit

By Peter Riddell, US Editor, in Washington

THE US budget deficit may, for once, turn out to be less than expected in the current fiscal year in spite of lower tax receipts resulting from the

However, some of the short-fall may be a result of tempo-rary influences which will inflate next year's deficit.

Mr Richard Darman, the

budget director, said yesterday that, although the administra-tion last January had projected a federal budget deficit of \$318bn (£184bn) for the fiscal year ending on September 30 1991, the total was now likely to be less than \$300bn. He did not give any reason

The Congressional Budget Office also expects the deficit to be well below the January projections, while pointing to temporary reasons such as the temporary reasons such as the large foreign contributions to US costs during the Gulf war and delays in providing additional funding for the savings and loan rescue.

The Resolution Trust Corporation, handling the rescue, did not receive needed funding until just over two months are

until just over two months ago, so delaying some takeovers and closures. Its expenditure may be \$20bn less than the \$111bn expected last January, but much of that may now be incurred in fiscal 1992.

Moreover, even a lower-than-expected federal deficit — esti-mated by some private sector

record and much higher than the \$220.4bn total for fiscal

Nevertheless, last autumn's budget agreement has succeeded in constraining spend-ing plans despite the pressures of the recession. These tight guidelines have been recently

re-affirmed by Congress.

Mr Darman said yesterday
he thought the US economy
was "in the process of turning"
and "about to be headed up".
He also praised Mr Alen He also praised Mr Alan Greenspan, chairman of the Federal Reserve, whose fouryear term expires on August 11. While declining to say whether he could recommend whether he could recommend re-appointment, Mr Darman said the Fed chairman was "widely, and rightly, respected" and had his full confidence even though they did not always agree (on monetary policy). The general expectation in Washington is that Mr Greenspan will be re-appointed.

pointed.

The White House is expec-The White House is expected soon to confirm the naming of Ms Susan Phillips to fill the vacancy on the Federal Reserve Board following the resignation in March of Ms Martha Seger as one of the Washington-based governors. Ms Phillips is professor of finance at the University of lowa and a former chairman of Iowa and a former chairman of the Commodity Futures Trad-

Setback for talks on **US-Japan chip pact**

By Robert Thomson in Tokyo

US AND Japanese trade already imposed on Japanese officials failed to settle their differences during talks at the weekend over a new pact on foreign access to Japan's semi-

conductor market. The deadlock is certain to be raised at meetings in Tokyo this week between Mr Dan Quayle, US vice-president, and Japanese leaders, who had hoped a pact would be con-cluded quickly to minimise

friction with Washington.
The new agreement would replace a five-year pact due to become more politically charged in recent days following allegations by a prominent US senator that Japanese chip equipment producers have refused to sell advanced technology. gotiations have stalled on

nology to US chip makers. three issues: the wording of a market share target of 20 per cent for foreign chips; the lift-ing of dumping sanctions companies; and measures to prevent semiconductor dumping in third countries.
US officials have argued for

tougher provisions against dumping in third countries, where low-cost chips could be used by appliance makers who would then export their products to the US.

Until the dumping issue is settled the US is unlikely

to offer to lift sanctions imposed in 1987 after Washing-ton determined that Tokyo had failed to honour the original

As for the market share target, US negotiators would like the wording to be precise, although they do not want the agreement to be seen as an example of managed trade.

Japanese officials want the provision to be as vague as possible, fearing it could set a precedent for other market share pacts.

Couriers evoke reformist spirit in postal crusade

Delivery companies draw inspiration from history in their fight for liberalisation, writes Roland Rudd

ET THE government then, take the matter in hand; let them subject these proposals to the severest scruting; let them proceed with boldness which the present state of

boldness which the present state of affairs justifies and requires.

The clarion call for change made in 1837 by Rowland Hill, father of Britain's postal service, is being echoed in Brussels today by private courier companies urging radical reform of postal services throughout the European Community European Community. When Hill issued his call he was on

the verge of a spectacular success. But only weeks before the European Commission is due to publish its longcommission is due to phonish his long-awaited green paper on liberalising postal services, the couriers are no longer so confident of matching Hill's historic achievements.

The stakes are high for groups such as Federal Express of the US, the international courier DHL and the

Australian-based delivery company TNT. They have spent millions of pounds to set up pan-European distribution networks; failure to secure liberalisation would end their hopes of capturing the increased business volumes. umes needed to earn a return on

The European Express Organisation (EEO), an association of European private delivery services, says Hill's reforms were not dependent on the existence of a postal monopoly. If the Community wants to best serve the consumer, the EEO says, then it should not be irrevocably tied to postal monopolies. "The needs of those who use and depend on delivery services should be paramount — not the apparatchiks in Brussels," one member said.

in a submission to the Commission the organisation argues that liberalis-ation of postal services would lead to highly competitive private express and percel delivery services. There is some evidence to support this in the more liberalised US, postal traffic grew 46 per cent from 1981 to 1968 and there is a postal service to every

address in the country.

A few European post offices believe more competition is no bad thing. Britain and the Netherlands have already made changes ahead of the EC's green paper, expected next

The Royal Mail is proposing to allow private couriers to use part of its service for the final delivery of

its service for the final delivery of letters in areas which they do not cover, such as remote villages. The Netherlands is trying to prise business away from more conservative countries by offering lower charges for bulk mail from the rest of Europe to destinations outside the EC.

However, most post offices, which together employ 1.25m people, are fighting to preserve the status quo. They fear wholesale reform threaters the continuation of a priversal postal the continuation of a universal postal system guaranteeing regular deliveries to EC citizens in the outposts of the Community. Stripped of their monopoly rights in the more densely



THE EUROPEAN MARKET

populated areas, the post offices warn they could not afford to maintain ser-vices in remote regions.

VICES IN remote regions.

Even advocates of reform — such as Dr Robert Albon, a senior lecturer in economics at the Australian Mational University who is visiting the University of Birmingham — agree competition could adversely affect rural services by raising prices. In a report for Aims for Industry, the UK industrial pressure group, he says urban house. pressure group, he says urban house-holders would benefit at the expense

The battle between the private couriers and national post offices is reflected within the Commission. Its telecommunications directorate, which is formally in charge of the green paper, is supporting the

national post offices' main arguments against wholesale liberalisation. The competition directorate wants, musuprisingly, more competition. The result seems likely to be compromise. The Commission's green paper is expected to require post offices to give up anti-competitive cross-subsidies. If a post office props up its parcels division, for example, by using revenue from its letters monopoly, it is clearly frustrating competition within that

frustrating competition within that business by charging artificially low prices. The Commission appears to have accepted arguments by some pri-vate operators that post office rules on cross-subsidy violate EC competi-

tion laws.

In the past the Commission has not been afraid to tackle national post offices anti-competitive measures by forcing member states such as italy to lift restrictions on international couriers. SFEI, the French private courier association, has complained that indirect subsidies of more than £150m from monopoly revenues have been given to Chronopost, its semi-state rival. The Commission should address that problem by preventing the most obvious forms of cross-funding.

The Commission also appears to have sided with private courier companies over their demands for a more

panies over their demands for a more liberal postal service within the Community. It is expected to argue that the system of charging between national postal administrations for delivering each others' mail, known as terminal dues, should be reformed to reflect true costs.

But that is where agreement ends.

Although the Communication says it has clarified its deaft report to emphasize the importance of competition, the telecommunications directorate has telecommunications directories has ensured the final version will reject calls for total liberalisation. As one EC official put it: "We are not fin the business of allowing a private courier from to cream-off the most lucrative areas in the community."

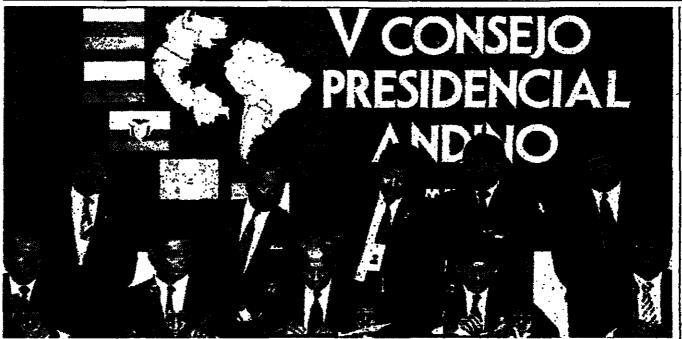
Mr Michael D'Arvy, an EEO spekesman, still believes the competition directorate will not stand for a Rucchean latters monopoly, whether by

directorate will not stand for a European letters monopoly, whether by price or weight. However, the directorate appears to have accepted that universal service should remain a central principle of the EC postal system. That suggests Brussels will endorse continued monopolites for letters and printed papers to cover the fixed costs of the network.

The DHII-led Association of European Express Carriers will accept a minimum service available to all countries as long as value-added services are open to competition. The EEO may also be able to live with that.

that.

But anything less will ensure the battle over Europe's postal services continues. In the words of a senior executive of one private courier service: "Rowland Hill had to fight long and hard to change Britain's postal services. We are determined to do the same to reform the postal system in Europe."



Summit in Caracas: from left, presidents Rodrigo Borja Cevallos of Ecuador, Jaime Paz Zamora of Bolivia, Carlos Andrés Pérez of Venezuela, César Gaviria of Colombia and Alberto Fujimori of Peru Andean leaders breathe fresh life into regional pact

By Joe Mann in Caracas

caracas over the weekens, signed an accord designed to implement fully an Andean regional free trade zone by the end of 1995.

The agreement calls for a progressive reduction of tariffs and other bearings to medianal

and other barriers to regional trade, as well as the elimination of commercial problems that have plagued the process of Andean regional integration make up the Andean Pact (or Andean Common Market), also agreed to begin negotiating as a block with the US to take advantage of President George Bush's "Enterprise for the Americas» initiative.

Americas" inmative.
In addition, the group said it would set up a \$40m (£23.1m) fund to aid Peru.
The Andean nations' actions represent a tardy response to

of the Southern Common Mar-ket, made up of Argentina, Brazil, Paraguay and Uruguay. The Andean Pact, set up in 1973, has wasted many years through disputes among mem-bers and bureaucratic leth-

argy.

The pact originally included Chile, which quit the organisation in 1976 and has generally

THE presidents of five South
American nations, meeting in
Caracas over the weekend,

The presidents of Bolivia, direct negotiations between Mexico and the US on estable economic growth lishment of a free trade zone,

Until a few years ago the pact also committed the error of imposing a restrictive code on foreign investment. Mr Carlos Andrés Péres Venezuelan president, said at a news conference following the summit that Andean inte-

gration would establish a mar-ket of between 90m and 100m

Ethiopian guerrillas step up offensive

By Julian Ozanne in Kampala

ETHIOPIAN rebels claimed yesterday to have dealt their most devastating military blow to the embattled regime of President Mengistu Halle Mariam, advancing to within 90km of the capital, cutting off a strategic road and seizing three

strategic road and seizing three key towns.

The latest setback for the enfeebled regime in Addis Ababa, confirmed by western diplomats, comes eight days before peace talks are due to open in London, which observers say could represent the last chance to prevent a bloody battle for the capital.

The rebel advances over the weekend are a clear attempt to

weekend are a clear attempt to tighten the acrews on the gov-ernment and force them into greater compromises at the talks.

The Ethiopian People's Revo-lutionary Democratic Front said it had retaken Ambo and advanced 15km further along the road to Addis Ababa. It also claims to have overrun an estimated 30,000 government troops at Dessie, the provincial capital of Wollo, and Kombolcha, surrounded thousands of troops at Debre Sina and taken Mile, cutting off the capital from the last government-held Red Sea port of Assam. Fierce fighting was reported

to be continuing in the area around the towns. Independent confirmation of the capture of Mile was not available With euphoric rebel forces north against demoralised government troops, observers say an end to Mr Megista's 14-year dictatorship is maninent. If the rebels have indeed cut the Assam road the most haportant source of hiel, food and other supplies to the capital has been severed.

other supplies to the capital has been severed.
There are mounting fears for millions of Ethiopians facing starvation this year. Dessie and Kombolchs were strategic forward bases set up for operations mounted by the United Nations and sid agastices to store and transport food across the battle lines into northern Wollo and the likebnorthern Wollo and the high-

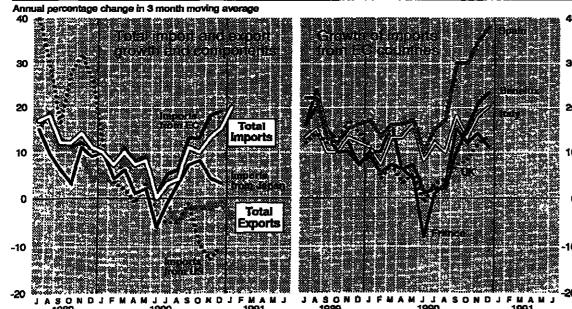
northern Wolle and the high-lands of Tigray and Eritres.
Several Rolling and workers and many tricks are trapped behind the new bittle lines and at least one warehouse is believed to have been destroyed in the fighting.
The peace talks in London next week, under US auspices, provide the only hope that a large human catastropise can be averted. Both main rebel groups, the EPRDF and the Eritrean People's Liberation Front, have recently indicated Front, have recently indicated a willingness to end the mili-tary struggle and participate in a broad-based interim asiminis-tration paying the way for internationally monitored dem-

ocratic elections. The government has also shown some willingness to moderate its position but there With euphoric rebel forces is uncertainly as to whether it advancing from the west and is committed to sharing power.

INTERNATIONAL ECONOMIC INDICATORS: BALANCE OF PAYMENTS

	S UNIT	ED 51	ATES			E JAPA	K				E CER	IANY				FRAN	ICE				= ITAL	1				WITT	ED KÜ	NGDO		•	-
	Experts	Visible Irade belance	Current account beliator	Etre exchange rate	Effective exchange rate	Especia	Visible trade belence	Correct account beleace	Stor enchange rott	Zilectro exchange rate	Espais	Violido Brada Balance	Carrent account belonce	Eta estango rata	Michie Michiel Michiel Rate	Especis	Tielbie Iroda Jedense	Convent account belonce	253. -qualass ribs	Electro exchage tals	Sporte	Vielbio biodo balanco	Carried eccount helicage	Tics continues rate	Shotin extenses tab	- Bosela	Viellie Trick Televier	Correct Correc	for ordinage tale	Sinche Grisspe Tric	
64	275.8	-136.8	-125.5	0.7891	96.9	213.8	56.7	44.1	187.03	97.9	218.3	24.2	12.5	2.2387	100.0	123.7	-3.6	-1.1	6.8715	99.1	93.4	-13.9	-5.2	1381.5	105.9	118.9	-9.0	3.1	0.5908	100.6	
85	279.8	-174.2	-160.5	0.7623	100.0	290.8	76.0	64.5	180.50	100.0	242.8	33.3	21.7	2.2259	100_0	133.4	-4.5	-0.2	6.7941	100.0	103.7	-16.0	-5.4	1443.0		132.4	-5.7	47	0.5891	100.0	٠
86	230.9	-140.6	-147,8	0.9836	80.2	211.1	96.2	86.8	165.11	124.4	248.6	53.5	40.3	2.1279	108.8	127.1	-0.1	3.0	6.7946	102.8	99.4	-2.5	-1.4	1461.6	101,4	106.3	-14.1	-0.1	0.8708	91.5	
87	220.2	-131.8	-140.6	1.1541	70.3	197.3	86.1	75.2	166.58	133.2	254.2	56.7	39.8	2.0712	115.3	· 128.3	-4.5	-3.6	6,9267	103.0	100.7	-7.5	-21	1494.3	101.2	112.7	-15.9		0.7047	90.1	
68	272.5	-100.2	-108.9	1.1833	66.0	219.8	80.7	66.5	151.51	147.3	272.6	61.7	42.8	2.0739	114.6	141.8	-4.8	-3.4	7.0354	100.8	108.3	-8.9	-8.0	1536.8	97.8	121.8	-31.7	-23.4	0.8843	95.5	
39	330.2	-99 .3	-99.9	1.1017	69,4	245.4	70.3	52.3	151.87	141.9	310.2	65.3	52.0	2.0681	118.5	162.9	-6.4	-3.6	7.0169	8.68	127.8	-11.3	-17.0	1509,2		138,0	-35.7	-29.6	0.6728	92.6	
	309.5	-78.8	-77.9	1.2745	65.1	219.8	50.0	28.4	183.94	126.0	324.2	51.5	37.7	2.0537	119.1	170.3	-7 .2	-4.5	6.9202	104.8	133.7	-11.2	-24.0	1523.2		143.7	-25.0	-17.9	0.7150	91.5	
dtr.1990	81.0	-16.7	-18.6	1.2223	67.8	58.7	11.1	6.5	189.78	119.8	77.8	14.2	8.9	2.0507	118.7	42.1	-1.6	-1.8	6.8988	104.7	35.4	-3.4	-5.1	1506.1.	101.4	35.4	-7.2	-8.5	0.7300	88.6	2sd q
qtr.1990	74.4	-21,7	-20.4	1.2990	64.1	54.3	12.7	5.4	188.35	123.7	82.1	12.5	7.2	2.0682	118,8	41.9	-2.7	-2.3	6.9343	104,9	31.2	0.2	-1.9	1527.7	100.7	36.7	-5.4	-8.5	0.6078	94.2	and q
qtr.1990	74.7	-19.1	-20.2	1.3714	80.8	55.2	12.5	4.3	179.38	133.8	82.5	7.2	6.2	2.0589	120.0	42.2	-2.4	-1.1	6.9400	105.6	35.8	-2.0	-9.8	1547.5	99.8	36.8	-4.2	-1.2	0.7050	94.1	465 q
t qtr.1991					81.8	58.2	16.9	13.3	179.58	132_1					119.8	42.4	-2.0		8.9934	104.3	32.4	-42		1540.7	100.1	35.6	42	-2.1	0.7039	93.8	ist of
11 1990	26.4	-6.0	n.a.	1.2123	68.5	17.2	3.1	1.9	191.91	117.9	26.6	4.9	2.9	2.0445	119,2	13.9	-0.58	-0.65	6.8674	105.2	11.1	-0.6	-2.4	1501.5	101.8	11.5	-2.8	-28	0.7404	87,1	1980
7	26.6	-6.3	n.a.	1.2320	67.A	17.9	8.1	1.7	189.44	120.3	26.0	5.3	4.5	2.0483	118.9	14.1	-0.75	-1.10	6.8962	104.7	11.5	-8.7	-1.4	1504.9		12.0	-2.1	-1.8	0.7343	88.0	
•	28.0	-4.4	n.a.	1.2227	67.5	18.6	4.9	2.9	188,00	120,7	25.2	4.0	1.5	2.0592	118.0	14.2	-0.30	-0.01	6.9268	104.1	12.8	0.8	-1.4	1511.9	101.0	11.9	-23	21	0.7153	90.4	
	25.4	-7.2	D.B.	1.2625	65.6	18.1	4.1	1.3	188,16	122.2	27.1	4.6	22	2.0679	118.0	14.0	-0.63	-0.63	8.9360	104.4	13.0	1.3	-1.0	1514.7	101.2	11.7	-28	-1.0	0.8982	. 93.5	
ust	24.7	-7,4	n.a.	1.3192	63.7	17.7	4.4	2.2	184.52	120.8	27.6	4,1	1.9	2.0713	119.0	14.2	-0.75	-0.45	6.9498	105.1	7.5	0.2	0.1	1526.2	101.2	12.2	-1.8	-12	0.8944	95.3	
tember	24.3	-7,1	n.a.	1.3153	63.0	18.4	4.2	1.8	182.38	128.5	27.4	3.8	3.2	2.0653	118.7	13.8	-1.37	-1.23	6.9172	105.3	10.7	-1.2	-1.0	1542.3	99.7	12.7	-1.0	-0.4	0,7001	93.8	i i
ober	25.8	-8.1	n.a.	1.3566	60.9	18.4	4,3	1.8	175.95	135.6	28.1	4.5	3.3	2.0679	119.0	14.8	-0.84	-0.29	6.8255	105.5	12.4	-1.0	-5.0	1549,3	99,4	12.5	-1.6	-0.6	0.8974	94.8	7-6
ember	24.7	-8.4	n.s.	1.3861	60.2	18.4	4.1	1.5	178.84	134.8	27.8	1.5	6.0	2.0683	120.2	14.4	-0.20	0,28	6.9299	105.8	10.9	-24	-2.1	1547.A	99,9	12.4	-1.4	-0.4	0.7055	94.2	No
ember	24.3	-4.6	n.a.	1,3716	61.2	18.3	4.0	0.9	183.34	130.9	26.5 28.4	1.3	2.1	2.0506	120.8	13.1	-1,34	-1.13	6.9645	105.3	12.5	1.3	-27	1545,6	100.1	11.9	-1.2	0.2	0.7123	83.3	Dec
inty 1991	25.2	-5.3	n.a.	1.3825	61.2	18.7	5.2	2.8	182.11	131.1	28.4	0.7	-1.0	2.0560	120.2	14.5	-0.84	-0.37	6.9846	104.7	9.9 11.3	-8.2		1545.7	100.0	11.8	-1.5	-1.1	0.7042	94.1	1901 J
ruery	24.1	-3.8	n.a.	1.3897	60.2	18.4	5.2	42	182.23	133.2	26.6	1.4	-0.8	2.0567	120.7	13.9	-0.60	-0.20	7.0008	104.8	11.3	-0.6		1543.2	100.5	. 11.8	-1.0	-0.3	0.7070	94.3	Fe
ch					63.9	21.2	6.6	6.3	175,44	132.0					118.6	13.9	-0.67		6.9951	103.2	11.1	0,3		1533.1	99.8	120	-1.8	-0.6	0.7005	92.5	

Growth of German* imports and exports



Conducting trade with the new Germany

EUROPEAN countries have benefited most from the rise in German imports following last July's monetary unification. Within Europe, UK and French exporters fared relatively badly while Spain's exports to Germany have showed the greatest percentage growth rates over the past year. Higher consumer spending in Germany has raised the demand for imported goods. The rise in German interest rates, and consequent appreciation of the D-Mark. made these imports cheaper and encouraged west German companies to switch production from exports to the domestic market. German exports stagnated throughout 1990, while rising imports have pushed Germany's trade balance into deficit, as the able shows.

The left-hand chart shows annual growth rates of total west German exports, total west German imports, and imports from the EC, Japan and Germany. West

German imports constituted 97.9 per cent of total German imports in the fourth quarter of 1990. EC countries have been the main beneficiaries of rising import demand. Growth of imports from the EC have outpaced the growth in the total value of west German imports. Thus the EC share of total west German imports has risen to 53.4 per cent in the fourth quarter of 1990 from 51.6 per cent a year earlier. The US share has slipped from 7.4 to 5.9 per cent, and Japan's from 6.3 to 5.6 per cent

over the same period.

As a guide to trends in underlying trade performance these figures must be interpreted with caution. Changes in relative shares in the total value of west German imports reflect the appreciation of the D-Mark against the dollar and the yen as well as changes in trade volumes.

The D-Mark value of US exports to Germany in the fourth quarter of 1990 was 9.5 per cent lower than

But the dollar value of US exports to Germany rose by 9.2 per cent over the same period. The reason for this apparent discrepancy is the US dollar's 17 per cent depreciation against the German currency. This reduced the value, measured in D-Marks, of any given dollar value of US exports. US companies were not able to raise the volume of their sales suffi-

ciently to offset the fall in the D-Mark unit value of their sales. This problem does not arise to the same degree for EC countries as their exchange rates are linker to the D-Mark within the European exchange rate mechanism.

Spain's exports to Germany grew fastest, as the left-hand chart shows, with exports from France and the UK showing the lowest growth rates. Spain's share in total German imports has risen over the past year but remains relatively low; 2.6 per cent of total west German imports in the fourth quarter of 1990, compared to 12 per cent for France and 6.9 per cent for the UK.

The rise in Germany's demand for imports has stimulated export growth throughout Europe. But the accompanying rise in German interest rates has required some European countries to keep their own interest rates higher than they might otherwise wish, in order the maintain their parities against the D-Mark. The net effect was probably to slow European economic growth in 1990.

Edward Balls

• in recent weeks the FT has published the following tables: Money and Finance (April 22), Pro-duction and Employment (April 29), Prices and Competitiveness (May 7) and National Accounts (May 13) Back issues can be obtained by writing to the Back Issues Department at the FT or by telephoning 071-873-4683/4

IEN MONDAY WAY usade les Roland

FINANCIAL TIMES MONDAY MAY 20 1991

guerrile ffensive

PERFORMANCE THROUGH PACE.

Whatever you expert to Europe, from high profile machinery to low-profile tyres, it pays to insure with ECGD. Pace without haste that gives performance and quality, that comes from 72 years in the driving seat.

ECGD Insurance Services, Crown Building, Cathays Park, Cardiff CF1 3NH Tel: 0222 824824.







UK NEWS

Small company failures reach a 20-year high

THE NUMBER of small company failures climbed sharply in the first quarter of this year and now stands at its highest level for 20 years, according to figures compiled by KPMG-Peat Marwick McLintock, the

accountancy firm.

A total of 5,478 companies went into liquidation in the first quarter of this year, a leap of 77 per cent compared with the 3,094 in the same period in

1990, according to Peat. However, Mr Tim Hayward, head of insolvency at the accountants, cautioned against reading the figures as a sign that the UK recession was deepening. Liquidations were a lagging indicator, reflecting problems which developed six to nine months ago, he said.
Also, companies going into liquidation were generally small, and many were simply dormant companies being

ter. Receivership figures, already published for the first quarter of this year, were better indicator of the state of corporate health, he said. In spite of this, the liquida-

Labour downgrades income tax pledge

By Philip Stephens, Political Editor

THE Labour party yesterday downgraded its commitment to the introduction of a lower suggesting that it will not be a priority in the early years of a government led by Mr Neil Kinnock.

Mrs Margaret Beckett, the party's spokeswoman on public spending, also insisted that Labour's pledges to boost spending on education, health, transport and overseas aid involved no commitment either to particular figures or to a

Her comments came as Mr Chris Patten, the Conservative party chairman, promised a detailed costing of the spend-ing pledges in Labour's policy

He responded to Mrs Beckett's stance by insisting that the opposition had been forced "on the run" for attempting to mislead the electorate. Those shadow ministers in charge of

C Minotta (UK) Limite

tion figures hint at a deepening of the recession beyond Lon-don and the south-east, where

it has been felt most acutely. While liquidations in the south-east rose by 61 per cent in the first three months of the year, those in the Midlands jumped by 130 per cent (to 717); in south Wales by 130 per cent (163); in the north-west by 93 per cent (745); and in the south-west by 92 per cent (273). Peat is forecasting 20,000 liquidations 20,000 this year, compared with the previous high of 15,000 in 1985. The growth is partly due to the rise in the number of companies formed in the last half of the 1980s.

spending portfolios promised to inject large amounts of new cash into public services, while the shadow Treasury team insisted they would not. "Labour are already backtracking on every pledge they have ever made", Mr Patten sald. In an interview on BBC television. Mrs Beckett insisted

vision, Mrs Beckett insisted repeatedly that the only unequivocal promise was to raise the levels of child benefit and state pensions. That would

be financed by increased



Monkey business: London Zoo increased visitor numbers last year and stayed the ninth most popular tourist attraction

Visits to museums and art galleries rise by 6%

By David Churchill, Leisure Industries Correspondent

VISITS to the UK's museums VISITS to the UK's museums and art galleries rose by 6 per cent last year, according to figures released today by the British Tourist Authority.

The most popular museum was the British Museum in London with 4.77m visitors last year, compared with 4.40m in 1989. It was followed in popularity by the National and Tate Galleries in London.

Museums and galleries in London attracted 11 per cent more visitors in 1990 than in the previous year. The Royal Academy increased visitor numbers from 788,000 to 1.31m and its Monet exhibition attracted 658,000 visitors in just 13 weeks. Glasgow's cultural centres

were buoyed by the city's designation as 1990 European

City of Culture and its museums and galleries saw a 17 per cent increase in visits.

Madame Tussand's, the London waxworks owned by Pearson Group, publisher of the Financial Times, was the most popular paid-for attraction for the fifth year running but visite. tor numbers fell from 2.61m in

stocks remained high, traders reported they were having to

crists, retained its place as the ninth most popular tourist attraction, increasing visitor numbers from 1.22m to 1.25m Mr William Davis, BTA chairman, said the figures highlighted the variety of tourist attractions in Britain. There is a lot more to this

closure because of a financia

Brooke may scrap Ulster initiative if today's talks fail

By Raiph Aikins and Our Belfast Correspondent

MR PETER BROOKE, Northern freisnd secretary, will try
once more today to saw initiative for talks involving nationalist and Unionist parties in
the province as well as the government of the Irish Republic.

erument of the Irish Republic.
The rescue attempt cones
amid an increasingly damaging
dispute over precedural
arrangements which has
wrecked progress so far.
Planned bilateral meetings in
Belfast will test Mr Brooke's
skills as a conciliator. If there
is no progress be may call a

is no progress, he may call a halt to the process. halt to the process.

The row over last week's meeting between Unionist leaders and Mr John Major, the prime minister, has seriously undermined Mr Brooke's credi-

bility in the eyes of nationalist and Unionist delegations.

A dispute over the interpre-tation of that meeting forced Mr Brooke to delay today's planned "round-table" talks on devolving government between Northern Ireland's main constitotional parties. He will hold separate meetings with the

parties instead. Unionists accused Mr Brooks of being manipulated by nationalists and of reneging on deals struck at Downing Street over the arrangements for a later strand of talks involving the republic's government.

in an act of apparent dall-ance, the Unionist delegations plan to strive at Shormont at plan to arrive at Stormout at 10.30am today as if "roundtable" talks were guing aband.
SDLP leaders are known to be angry with Mr Brooks for allowing the Unionists to bypass an ultimatum on agreeing procedures for talks with the frish government.

There is suspicion in the SDLP that unionists want to split talks on a devolved government from the rest of the

erroment from the rest of the process and that the meeting with Mr Major was a stunt which has allowed the Union-ists to cistm it is not they who

are blocking the talks.

Before the meeting with Mr
Major, both Mr John Hume.

SDLP leader, and Dr John
Alderdice, Alliance leader, had agreed a formula with Mr Brooks which would have got round table talks underway this morning.

At the weekend, Mr James Molyneaux and the Rev lan Paisley, the two Unionist leaders, published a memorandum to the Northern ireland secretary. It states that they are still seeking clarification on aspects of the proposed independent chairman for talks with the chairman for talks with the Irish government and the pre-cise location in Northern

CBI/FT DISTRIBUTIVE TRADES SURVEY

Retail sales held down by growth in unemployment

By Rachel Johnson, Economics Staff

RETAIL sales volumes remain high streets to the combination "firmly on the bottom" and are likely to stay there as a result of rising unemployment, according to the April survey of the distributive trades.

The joint survey by the Confederation of British Industry and the Financial Times is published ahead of today's official retail sales figures for

income tax rates for the high paid and the removal of the ceiling on National Insurance Contributions. Other pledges - particularly those relating to ending "underfunding" of the health published ahead of today's om-cial retail sales figures for April Its findings suggest that trading volumes dropped again last month after March's buy-ing spree to beat Budget rises and education services would only be met gradually as resources permitted. That meant there could be no guarin VAT and excise duties. Mr Nigel Whittaker, chairman of the survey panel, attriantee they would be implemented over the lifetime of a

of rising unemployment and low consumer confidence, Last week, the government reported that unamployment in Britain rose by 84,100 to 2.175m in April. The worst affected sector, according to the survey, was the motor trade, which has suffered severely from slack consumer demand. "While wholesalers say the decline in sales has now moderated, motor traders indicate that the dramatic decline in sales intensified further in April," said Mr Whittaker. The fall in sales was "expec-

cut back on orders placed to suppliers - suggesting that UK car production to the domestic market is set for even weaker conditions in the coming months. Four out of five respondents said sales were 'poor" for this time of year. Only 6 per cent of motor traders reported sales were higher in April than in April 1990, with 85 per cent reporting

them to be down. The balance between the two, which gives the guide to the trend, was -79 per cent. This is the sharpest fall so far uncovered by the survey, which covers 15,000 outlets in the wholesale, retail, and metar trader. ted to intensify in May." As

and motor trades.

Sales of total distribution, covering all three categories, were also in decline, as dictated by weak demand conditions. However, the pace of decline does amount to be slowing. There was a balance of -21 per cent of companies reporting lower sales, com-pared with -25 per cent in March and -32 per cent in

Orders (%)

However, while there was some scant evidence that sales were bumping along the bot-

Retailing

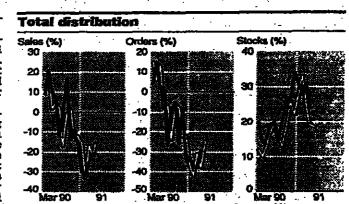
tom, there were few indica-tions of actual recovery. The April distributors' balance compares with one of +21 per cent in April last year. Meanwhile, retailers report that sales "have remained unchanged, on balance, after the city of the sales."

the pick-up in March".
For the 12th consecutive survey, distributors report placing a lower volume of orders with suppliers than in the same month a year ago; the balance of -29 per cent suggests that the pace of falls is slowing, as the March decline was -38 per cent. Distributors will record cent. Distributors still regard stock volumes as too high in

relation to expected sales.

Retailers said that in spite of the post-Budget surge of 3.6 per cent in March sales volumes, April levels were unchanged from a year earlier. This zero balance compares with +11 per cent in March. Only grocers, chemists and retailers of household textiles reported that sales in April were above a year earlier while retailers of specialist foods, footwear and leather, hardware, china and DIY goods, and off-licences reported annual sales drops. In May, a balance of +12 per cent expected higher sales. expected higher sales.

Stocks (%)



CONTRACTS & TENDERS

REPUBLIC OF SERBIA Ministry for Traffic and Communication TENDER FOR DESIGN, BUILD, OPERATE AND TRANSFER OF THE MOTORWAY E-75 BELGRADE-HUNGARIAN BORDER

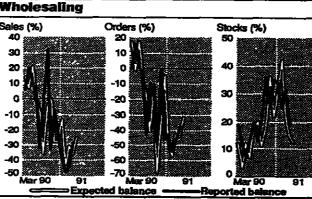
The Government of the Republic of Serbia Invites international bids from need contractors for investment in and operation of the Motorway E-75, Beigrade - Hungarian Sorder.

Plepublic Ministry of Traffic and Communication, Belgrade, Negariths 22, each working day from 0900 hours to 1200 hours, from May 20th 1991, until June 20th 1991 against payment of DM2000 for purchasing of tender documents, in favour of the Account of Ministry for Foreign economic relations No. 608-11-620-16-82040-999-756-333-700 with BEOBANK in Belgrade.

Bids shall be addressed to Republic Ministry for Traffic and Communi Nemanjina 22, Belgrade.

The deadline for submitting the bids will be June 20th 1991, at 1200 hours local time. Together with their offer the bidder shall submit a bid bond of the amount of DM 2,000,000 - (two million German Marks) in a form of cash deposit, beris guarantee from a first class bank or insurance policy acceptable to the economic of the Republic of Serbla obliging the bidder unconditionally and ocably to abide with their bids until the Government of the Republic of Serbla

LEGAL NOTICES ALAN G LLOYD & COMPANY LIMITED



Sales of oral hygiene products above £300m

By Alice Rawsthorn

SALES OF oral hygiene products, such as toothpaste, toothbrushes and mouthwashes, rose from £265m in 1989 to more than £300m last year according to European year, according to Euromonitor, the market research com-

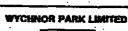
pany.

The market is set for steady growth into the mid 1990s and Euromonitor expects it to show real growth of 17 per cent by Britain is still behind the US,

where oral hygiene sales reached more than \$3hn (£1.7hn) last year. But the UK market is larger than several other European markets, notably France, where the average person only replaces their toothbrush once a year. Over the next few years new

products are likely to make inroads into the UK. These include anti-plaque products, such as medicated mouthwashes and specialised toothpastes to tackle tartar and gingivitis. Toothbrush sales will continue to be huoyed by the growing popularity of "profes-sional" toothbrushes with fea-tures that are "endorsed" by dentists. The only area of gloom is in the market for false teeth: advances in dental treatment since the 1960s mean that fewer people now need them. Euromonitor expects the false teeth market to fall from £36m in 1990 to £34m in 1994.

Oral Hygiene: The Interna-tional Market, Euromonitor, 87-88 Turnmill St, London ECIM 5QU. £1,250.



BANK PIC. JOHN FREDER ERT WILTON

RENTALS KENWOODS

Short and Long Lets 23 Spring St., Lon Tel: 871-462 2271 Tajon: 25271 Fox: (871) 242 3750

CLUBS

PERSONAL

PUBLIC SPEAKING

Training and speechwriting by award winning speaker.First lesson free. Tel:(0727) 821399

THE **GATWICK** BUSINESS AREA

The FT proposes to publish this survey on June 20 1991. A survey on this dynamic region will be of special interest to around one million readers worldwide. If you want to reach this important andience, call Suc Mathieson on 071 873 4129 or fax 071 873 3078.

FINANCIAL TIMES



Morris sees

'turbulence'

MR BILL MORRIS, deputy general secretary of the TGWU general union, has predicted a "turbulent" period if he is elected its next leader because

the union's powerful regional

secretaries oppose reforms be

He said in an interview with

the Financial Times that he might press for the 11 regional

secretaries, who have largely opposed his election as the suc-cessor to Mr Ron Todd, to face

election themselves if they obstructed his plans to devolve power to local districts rather

than regions.

Mr Morris said he boped for

"reconciliation not retribution" if he was elected. But the

ahead

if elected

By John Gapper,

Labour Editor

wants to make.

A TOTAL STREET

Ovmen

Major attacks on health, education

MR John Major will this week attempt to take the general election battle to epposition Labour party's traditional strongholds of health and education after an unprecedented ' 25 weekend slanging match over the NHS.

In a ferocious fight for the political initiative, Labour indicated that it will intensify its attacks on the government's handling of the economy. It demanded an immediate 1-point cut in interest rates and an emergency package of mea-sures to help the unemployed.

In a speech tomorrow, the prime minister will claim that the economy has reached a turning point, with the fall in inflation paving the way for the end of recession. He will warn the Confederation of British Industry. warn the consensation of Ent-ish Industry, however, that the speed of that recovery will depend on negotiators holding down the level of pay awards. Mr Major will then spell out to the CBI his plans for a "rev-olution" in the provision of further and higher education which would remove colleges

the low-paid, according to a pamphlet published yesterday by the Fabian Society.

The paper will be seized upon by the Conservative Party, which is embroiled in a row with Labour over the

effects of a minimum wage.

The Fabian Society is a Labour Party affiliate.

it will set the national mini-mum wage at a half of median

men's earnings, with an even-tual target of two-thirds of the median male hourly rate. The Fabian Society pam-phlet, written by Mr Fred Bay-

liss, a former civil servant, says the initial target should be half median earnings of all

workers, including women. A target beyond that could spark

a reaction, making it less likely that the relative position of the

Labour has said that initially

By Michael Smith, Labour Correspondent

TARGETS set by the opposition Labour Party opposition for a proposed national minimum wage could lead to significant job losses and may not lift the relative earnings of the leavest the



John Major: taking poll offensive to Labour strongholds will follow a promise given yes-terday by Mr Chris Patten, the and universities, designed to increase by tens of thousands the number of new student Conservative Party chairman, that within the next few

of further education from local places by 1995. that within the next few authority control and end the divide between polytechnics Major is to launch personally, set out a "social and economic

Fabians warn of job losses

earnings may require a more concerted policy by employers and unions to minimise job-losses than they are capable of

Bickerstaffe, general secretary of the NUPE public sector

union, yesterday poured scorn

on government estimates that 2m jobs would be lost through

the introduction of a minimum

wage. Jobs would be created, he said, because employers would be forced to compete on

productivity, rather than low wages, and the spending power of the low-paid would increase. The initial target of half

median earnings would hardly provide a living wage, Mr Rickerstaffe told his union's

annual conference in Scar-borough, north-east England,

but it would benefit 4.5m peo-

Meanwhile, Mr Rodney

vision" for the 1990s. The prime minister's decision to go on the offensive was met with derision from the Labour party.

Mr Gordon Brown, shadow trade and industry spokesman, said Mr Major was "on the run over the health service and on the rails over economic fail-

The bitter dispute over the impact of the NHS reforms intensified as Mr Major twice repeated his allegation that Labour had deliberately "lied". The row centres on Labour's claim during the Monmouth by-election that trust hospitals established under last month's health reforms had "opted out" of the NHS.
Mr Robin Cook, opposition

bealth spokesman, challenged Mr William Waldegrave, health secretary, to admit that he had ceded control in trust hospitals ceded control in trust hospitals of the building, levels of staffing and levels of patient care.

However, the language in Mr Cook's challenge - referring to the trusts opting out of their "health authority" rather than from the NHS - was seized upon by ministers as a sign that Labour was retreating.

Disillusion on payment by performance

By John Gapper

In the Fabian Society pamphlet, Mr Bayliss says that, if the relative position of the low-

paid is to be improved, the

minimum wage must move up

by larger increases than pay generally. However, there would be a tendency for other workers always to want at

. low-paid.

workers.

st as big an increase as the

An initial level at half median earnings would be higher than all wage council rates and the two lowest pay rates in the National Health

Service and local authorities. It

would directly benefit 1.8m

However, it would not be so

high that unions could justify using the new minimum as an

excuse for leap-frogging pay

Mr Bayliss advocates the cre-

ation of a Minimum Wage Commission of labour market

specialists, economists, business people, and trade union-

ists to advise on levels every

SOME companies which intro-duced individual performance-related pay in the 1980s are considering switching to group bonuses to improve team work-

A study for the Department of Employment of pay pres-sures in the private sector, undertaken for the Department of Employment, has found some disillusion among companies over performance-related pay and doubts over its whether it is useful for manual workers.

The study of 25 companies found eight intended to in-crease reliance on individual performance-related pay, but others had "strong reserva-tions" over whether it was worth introducing for manual workers.

Manufacturing companies in particular said individual per-formance-related pay had conflicted with team work and reduced output quality.

at odds with Borrie over audit report

By Robert Rice, Legal Correspondent

THE LAW SOCIETY has called on Mr Peter Lilley, trade and industry secretary, to reject a report by Sir Gordon Borrie, director-general of fair trading on the ownership and control of audit firms.

The new scheme for the regulation of auditors under the 1989 Companies Act provides for regulatory bodies to be recognised by the Department of Trade and Industry. The Institutes of Chartered

Accountants have applied for recognition and stipulated in their rules that at least 75 per cent of the partners or share-holders in an audit firm should be qualified accountants.

Sir Gordon's report concludes that this rule is anticompetitive. He took into account the possibility that "when other professions, nota-bly the legal professions, relax their rules on multi-disciplin-ary practices (MDPs) some accountancy firms which are eligible for appointment as company auditors will seek to enter these fields".

Sir Gordon concluded that the 75 per cent rule would inhibit the development of MDPs and was anti-competi-

tive.
The Law Society, which is opposed to solicitors being allowed to enter into MDPs with other professionals, fears domination by the large accountancy firms if the government forces through a relaxation in the rules governing mixed partnerships.

The society criticises Sir

Gordon's approach saying there is no evidence to support his claim that competition would be enhanced by a more relaxed rule. It argues that competition in

the market for audit services may be more affected by those who buy audit services than the ownership and control of audit firms.

The society supports the accountants' view that the restrictions on ownership and control are essential to the independence and integrity of the audit function and it urges Mr Lilley to recognise that the rules are justifiable for this

Law Society TV companies say franchise group has made erroneous bid

By Raymond Snoddy

THE INDEPENDENT television companies threatened by bids from CPV-TV - the company associated with Mr David Frost, the television per-sonality, and Mr Richard Bran-son, founder of the Virgin Group - claim to have found a significant error in its application documents.

CPV-TV has promised to provide far higher levels of regional programming than the incumbents in its bids for the franchises now held by Thames, the London weekday station. TVS in southern England and Anglia in eastern

England. The Frost-Branson consortium pledges to provide 36 hours of regional broadcasting a week. By contrast, Thames promised to increase its regional programming from seven to seven-and-a-half

Similarly CPV-TV, which is backed by Royal Bank of Scotland and the Charterhouse finance group, talks of 60 hours and 40 minutes of regional pro-grammes a week in its applicaions against TVS and Anglia. This compares with the 17 hours offered by TVS.

On the surface, such high hours of regional programmes would appear to leave little time for the national network programmes which bring in large audiences and revenues. Mr John Gau, chief executive and director of programming at CPV-TV, said yesterday that broadcasts had included an overnight service which would be broadcast only in the region and would be largely made up of acquired programmes.

The Independent Television

Commission, which is now beginning work on the 40 applications for the 16 commercial broadcasting licences on Chan-nel 3, as ITV will be known, yesterday confirmed that CPV-TV had got it wrong.

Applicants had been expec-ted to list their own productions or commission pro-grammes in the regional hours programme.
The ITC said the error would

not invalidate the CPV-TV bids, although clarification might be needed.

Mr Charles Levison, manag-ing director of CPV-TV, yesterday said of the company's crit-ics: "Presumably they are higher offer and that is why they are trying to trash our application.

Bidders and ITV companies alike are reading through the various application documents of their rivals looking for weaknesses.

Thames notes that both of its opponents, CPV-TV and Mr Michael Green's Carlton Communications, are planning their own twice-weekly series which Thames believes would replace The Bill, the popular police series. CPV merely says its series will be based in the south and will appeal to C3's

the details of its regional Rise in national savings

By Philip Coggan, Personal Finance Editor

NATIONAL savings products

nArional savings products proved alluring to investors in April, attracting a net £251m to the government's coffers.

A flourishing range of national savings products will be welcome news for the government as it faces the need to finance a budget defiait.

finance a budget deficit.
Throughout 1990 and the first quarter of 1991, investors made net withdrawals from

national savings products.

In spite of the recent fall in inflation, the most popular products in April were the

index-linked certificates, which pay 4.5 per cent above the retail prices index tax-free if held for five years. A net £128.9m was invested in index-linked certificates last month.

Fixed interest certificates received a net addition of £16.7m and income bonds received a net £57.9m. The only account to suffer a net repayment was the ordi-

nary account with £3.1m.
The total invested in

national savings is £36.9bn.

regional secretaries, who have mostly supported his main opponent Mr George Wright, would have to accept that he would have a democratic man-He said he was not advoca

ting elections for regional secretaries at the moment. However, if there was significant resistance to his policies from regional secretaries, he "would not not hesitate to appeal to the members.
"It is going to be fairly tur-

bulent at the start, I have no doubt about that, but it will calm down," said Mr Morris. He said the whole question of the future democracy and structure of the union would

have to be reappraised.

He said that he "did not see why people who have wide areas of influence should not be subject to election."

At the moment, the regional secretaries are appointed

directly by the unions national executive.

Any move towards elections

for regional secretaries would have to be approved by a rules revision conference of the union due in June 1992. However, some left-wing officials discount any attempt to intro-duce regional elections.

The election campaign has emphasised the political divi-sions in the union, with most national officials supporting Mr Morris and most regional secretaries backing Mr Wright, himself the Wales regional sec-

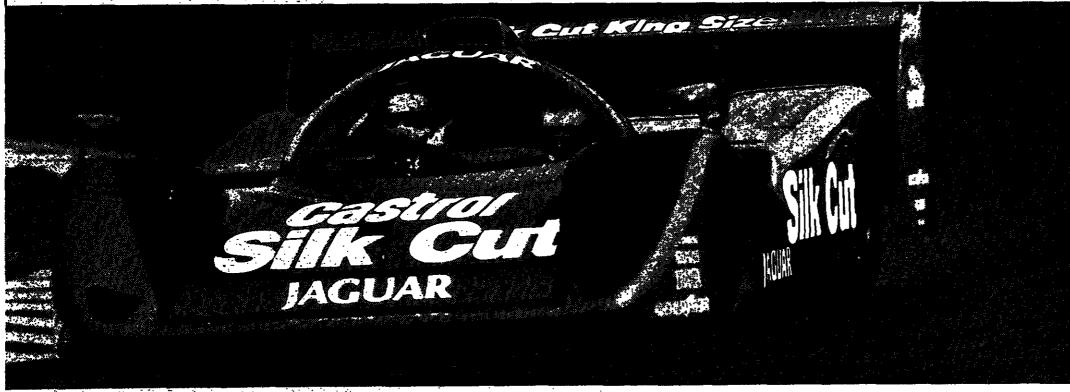
A COREC CLUM # TENDERS

WEREIA FRANCEMENT

nd Communicate M, EUILD, CPERM THE MOTORWAI

NGARIAN BORDS Br. Brains of the March 19 And the six wearen SECTION SECTIONS

grande in the same The state of the s





AGAIN.

At Silverstone yesterday, Jaguar topped the recent 1 - 2 win at Monza with another convincing victory, in the latest round of the Sportscar 1990 World Championship*. A further triumph for the new 3.5 litre XJR 14 the team have unveiled this season.

AND AGAIN.

Meanwhile, the new Jaguar XJ6 3.2 and 4.0 litre models continue to dominate their rivals on the road.

	Language Authority Authority
XI6 3.2 CATALYST	9.0
BANN 730 CATALYST	9,3
MERC 300SE" NON-CATALYST	91
"MERCEDES SONE 'S CLASS MICHIGAN MOT ANNA	MIN CAMER COMMENT OF US AND

After road testing 11 luxury Saloons recently, 'Car' Magazine declared simply: "Victory, then, goes to the Jaguar". JAGUAR

A RARE SET OF VALUES,

HOUSE PRICES

Securities firms' losses in 1990 put at £353m

By Richard Waters

LONDON securities houses lost £353m last year as the stock market slowed sharply amid a domestic recession and the crisis in the Gulf.

While their income plunged to £2.3bn from the £3.4bn of 1989, securities firms trimmed their costs by just 3 per cent, to £2.7bn, during the year. This was in spite of cutting 3,000 of their 24,400 staff.

The figures, compiled by the Securities and Futures Authority, the self-regulatory organi-sation, are disclosed in the lastest edition of the London Stock Exchange's Quality of Markets

Quarterly.

They show that while the buoyant stock market of the first quarter of this year relieved some of the pressure on stock exchange firms, it did nothing to solve their longer. nothing to solve their longer-

A collapse in dealing profits was largely to blame for the securities companies' worst year on record, which followed £ £500m profit in 1989.

Position-taking in equities earned under £400m, less than half the £800m of 1989. Bond dealing returned a loss of £100m after a profit of the same size the year before. These poor performances

By Alice Rawsthorn

own trade association. Mr Bob McCartney, director-

chemicals safely.

have been condemned by their

general of the Vehicle Builders

and Repairers Association,

urged the government to intro-

duce a licensing system to

ensure that all car repair shops are properly equipped and use

Mr McCartney, speaking at the association's annual con-

ference in Harrogate, North

Yorkshire, described cowboy

repair shops as "ill-equipped,

cut-corner, environmentally

dangerous outfits" carrying

cut-price repair shops

CAR REPAIR shops that make out "cheap, unsound and shoddy repairs on the cheap unroadworthy repairs".

were due in part to large oneoff losses at certain unnamed houses, the stock exchange

In comparison with the col-lapse in dealing profits, com-mission income fell by a more modest 18 per cent, in line with the decline in stock market activity, to about £800m during

the year. Fee income fell by more than a third to less than £400m, reflecting the decline in capital raising on the stock market.

While income has fluctuated wildly, securities firms' costs have been more stable. They stand at about the level they did before the 1987 stock mar-ket crash. This is in spite of efforts to cut overheads follow-ing the growth which accompa-nied Big Bang deregulation of

Last year's losses exceeded the £195m lost during the disastrous year of 1988. By comparison, in the three months surrounding the October 1987 crash, securities houses lost £375m - virtually wiping out profits made in the

He suggested that the Envi-

market for cut-price repair

treating rust.

first nine months of that year. Quality of Markets Quarterly Review, January-March 1991. London Stock Exchange, EC2

Deregulation outside Lon-Car trade body attacks

ronment Protection Act be extended to stop the back street repairers from using potentially dangerous solvents when paint-spraying cars and Motor insurance companies were also criticised at the conference for boosting the

Mr Robert Hadfield, director of operations at VBRA, said insurers directed people towards the cheaper end of the

London bus deregulation paper is criticised

By Richard Tomkins, Transport Correspondent

A GOVERNMENT consultation paper proposing early deregu-lation of London's buses has provoked widespread criti-

Organisations say the pr posal will worsen the capital's transport problems by driving people off buses into cars or crowded Underground trains. The plans to open up the capital to unfettered competi-

tion among private operators were published by the Department of Transport in March.

Under the plans, anyone
with a public service vehicle
licence would be able to run whatever bus services they liked. That would bring London into line with the rest of the country, where buses were deregulated in 1986.

The London Regional Pas-sengers Committee, a statutory body representing the capital's transport users, said that it sees no benefits from "imitating the chaos and confusion which deregulation has

brought to other major cities". The Town and Country Planning Association, an indepen-dent organisation lobbying for environmental improvements, said it was hard to see "how deregulation can be anything other than a disaster'

don had produced a 20 per journeys in metropolitan areas over the past four years. according to the TCPA.

Plaxton, the bus manufac-

turer, said that operators trying to stretch the life of their vehicles would crowd London's streets with buses that are "inefficient, smoky, noisy and uncomfortable". The Association of London

Authorities, a Labour-led organisation representing councils in the capital, said deregulation would reduce offpeak services and could threaten concessionary fares.
The Capital Transport Campaign, a transport pressure

group, said bus services would be plunged into disarray. The Department of Transport received 170 responses, but said it was too early to say whether the majority were for or against the proposal.

Property prices poised to spiral again

Next year is likely to see a sharp rise in people moving home, reports Andrew Taylor

OUSE PRICES will rise by more than double the rate of inflation next year and will continue to outpace increases in average earnings for most of the 1990s, according to a new review of

the housing market.
The study, compiled by UBS Phillips & Drew, the UK stock-broker, estimates that up to 800,000 people have postponed moving home during the past three years because of the property slump.

P&D says house prices are likely to rise by 10 per cent next year - more than twice the expected rise in retail prices - as this pent-up demand is released and a combination of lower house prices and falling interest rates encourages people to start

moving again. Housebuilders have already reported an increase in new house sales since interest rates started to fall in February. Mr Richard Mooney, chair-man of Taylor Woodrow Homes, said last month that sales during the first three

unemployment is likely to dent the confidence of potential buyers and there is a large amount of unsold property on weeks of April had risen by 25 per cent. P&D expects sales of all types of houses to rise by 20 30,000 unsold properties on their books. P&D also esti-mates that building societies per cent this year. But it says prices are unlikely to rise immediately because rising

MORTGAGE REPAYMENTS 91"

> and banks this year will need to sell about 80,000 homes repossessed as a result of defaults on mortgage repay-

P&D forecasts that house prices will rise by only 2 per cent this year before moving up sharply next year, because HALIFAX MORTGAGE

of a combination of rises in real incomes, lower house prices and falling interest rates. Unemployment should

also be rising at a lower rate, restoring confidence among The cost of mortgage repay-ments as a proportion of total-

for inflation and interest But the P&D study says that: The government will do nothing to adversely affect the housing market in the period leading up to the next general election, which may be delayed.

mitl next year."

Housing Market: Ready for lift-off? UBS Phillips & Drew, 100 Liverpool Street, London,

fall from 32 per cent this year

to 25 per cent in 1992, taking it back to 1987 levels.

The backlog of unsold prop-erties on the market should

also be substantially reduced.
P&D expects repossession of homes by banks and building societies to decline as mort-

gage interest rates fall.

The forecast that prices may

rise sharply next year may

unsettle Treasury ministers who have blamed the 1988

house price surge for contri-buting to the rise in inflation.

Mr Norman Lamont, chan-

cellor, announcing the aboli-

tion of higher rate mortgage tax relief in the March Budget,

said: "We need to do all we can to ensure that when recovery

comes it is not accompanied by

another bout of house price

consequences that would have

illation with the unw

Demographic shift seen as positive for house values

population will help underpin housing demand during the 1990s and stimulate increases in prices during the period, says UBS Phillips & Drew, Andrew Tay-

That view runs counter to the views of some commentators, who argue that demographic changes will adversely affect the housing market.

The rate of growth in the population and household formation is forecast to slow markedly during the decade, partly as a result of the birth rate having peaked in 1964.

The number of 25-year-olds in the

population is expected to decline by a fifth in the next five years. P&D says the proportion of the population between 25 and 35 is expected to

rise, as those born during the 1960s grow older. That age group accounts for 41 per cent of house buyers and 40 per cent of first-time buyers. The proportion of the population aged 40 to 64, by comparison, is expected to

rise from 16.5m to 18m by the end of the

than compensate for the expected increase in houses coming on to the market as elderly people trade down to

Growth in household formation is still forecast to rise at % per cent a year, due to a rising divorce rate, the century.

That age group tends to buy larger, young people to leave home earlier.

Major to launch reforms for higher education

RADICAL reforms in the education of students over the age of 16 will be announced today when the government unvells its white papers on further and higher education. writes Andrew Adonis.

Mr John Major, prime minister, is expected to launch the white papers personally to shift political debate away from health on to education.

Ministers are determined to increase the proportion of 16 vear-olds remaining in full-time or part-time education and training. They are particu-larly keen to make vocational courses more attractive to prospective school-leavers. One of the main components of the reforms is expected to be a new image and extra funding for

vocational qualifications.

Housebuilders have about

ted to include details of new diplomas for 16 and 18-yearolds who reach a set standard in academic or vocational

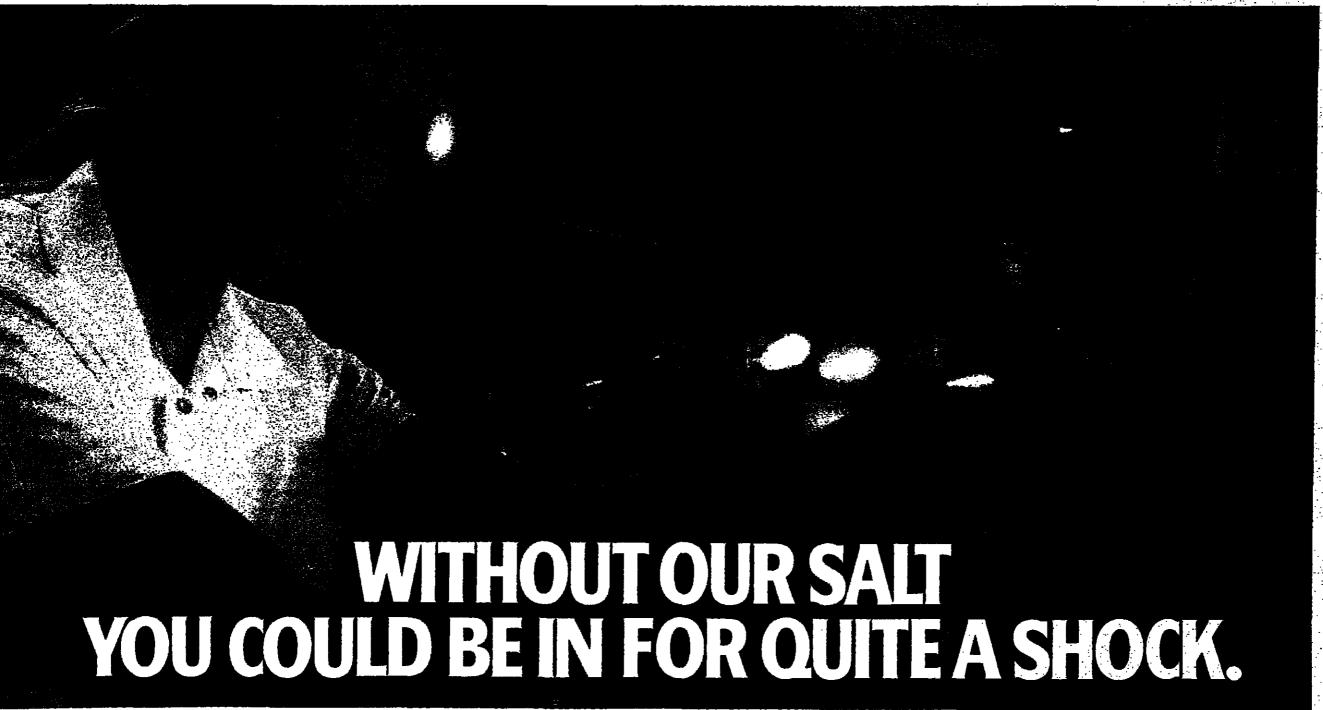
The diplomas are intended to help break down the existing divide between the two fields, and raise the low prestige of non-academic qualifications. The government also plans

tertiary, and sixth-form colleges from local education authority control. All 600 such colleges in England and Wales will become independent and financed by a national funding

council. The white papers are also likely to harald an end to the division between polytechnics and universities: If so, poly-

standards may be allowed to -become full universities and award university degrees. The funding councils for the two sectors may also be

merged The proposals are likely to include a new financing regime to encourage institutions to market themselves to prospective students.



If, heaven forbid, you were in a serious accident and your blood group wasn't readily available, your blood pressure would start to drop. Within

seconds you could go into shock. An intravenous physiological saline solution (a saline drip as it is commonly known) could stop this blood pressure drop.

However, anything but a perfect solution could itself lead to shock, by upsetting the body's delicate sodium balance. (The body produces 5 different types of hormones solely to maintain this essential balance.) While any undesirable trace elements in the solution would cause umpleasant side effects.

That is why, as the world's leading saline producer, we make sure only sait of exceptionally high purity is released for medical use. And you can rest assured, as we control the lion's share of the market, inferior salines are hard to come by.

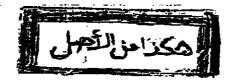
What's more, we are continually improving our purity standards:

the current universal standard was our standard several decades ago. And what else does our 70,000

strong workforce do when it's not producing the highest quality salines? Well, we are one of the world's foremost producers of fibres. coatings, health care products and

However, after learning about the standards we set in the salt industry, that probably doesn't come as a shock. You can find out more about Alizo on (31) 85663633 or at Akzo nv, P.O. Box 9300, 6800 SB Armhem, the Netherlands.





No. les

use value

ducation

eren Wig eren Sewe

2:000

APPOINTMENTS

Chairman

of Stag Mr Peter Ryan has been

appointed non-executive chairman of STAG FURNITURE HOLDINGS, He has been a non-executive director since 1964, is chairman of Elga Group, and Unistrut Europe, and deputy chairman of Davies and Newman Holdings. He succeeds Mr Patrick Radford who retires but continues as a director. Mr George Ella has been appointed chief executive. He was managing director of Stag Meredew Furniture.

■ BULL has appointed Mr. David Ferrar as director of its open systems operation. He was a director, commercial and financial division, Software Sciences

Mr William McClave has been appointed vice preside marketing, for PIZZA HUT (UK). He was vice president of marketing at head office in Wichita, Kansas.



DATAQUEST EUROPE, Denham, has appointed Mr Robin Duke-Woolley (pictured) as director, European telecommunications group. He was director and general manager, business systems division, STC

■ KODE COMPUTERS. Swindon, has promoted Mr Terry White to sales and marketing director and Mr Malcohn Challis to operations director. Mr White was sales and marketing manager, and support manager.

■ GREGGS, a bakery group, has appointed Mr Horace Bennett as managing director at Greggs of Enfield, and Mr Ian Pegg as managing director of Charles Bragg (Bakers), Birmingham. Both have been with the group for seven years.

■ Mr Jeremy Beneroft has been appointed sales director of AVS Broadcast, Chessington, a subsidiary of AVESCO. He was sales nager of Digital Audio

PWS INTERNATIONAL has pointed Mr Daniel Donos to the board as head of the marine division. He was managing director and chief

Insurance Brokers, of which he was a founder member.

■ Mr Peter Brynes has been appointed managing director of FAIRCLOUGH SCOTLAND, part of AMEC. He was managing director, northern region, at Ballast Nedam Construction.

Mr Peter Langford has been appointed northern divisional director of ALEXANDER STENHOUSE UK. Based in Manchester, he succeeds Mr Roger Surman who retires in October. Mr Tony Nuttall succeeds Mr Langford as local director, Liverpool. Mr promoted to local director, Glasgow.

Albany Life moves

■ Mr Raiph Sepei retires as managing director and chief executive of ALBANY LIFE ASSURANCE CO, and MetLife (U.K.) at the end of June. Mr Alexander D. Brunini, deputy managing director of Albany Life, will head the company from July 1. Mr Sepel remains on the Albany board as deputy chairman. Mr William G. Poortvilet, executive vice president of Metropolitan Life, New York, in charge of Yew York, in charge of world-wide insurance operations, will become chief executive of MetLife (U.K.), the holding company for Albany Life and its sister companies, Mr Ian L. Solomon will head MetLife's subsidiary holdings, the sister companies of Albany Life.

Mr Richard Keatinge has been appointed a director of NCB GROUP, Dublin, and chairman of NCB Corporate Finance from July 1. He was chief executive Britain with the Bank of Ireland.

■ WESTPAC GENERAL FINANCE, part of Australia's Westpac Banking Corporation, has appointed Mr W.A. James as head of finance and administration. He was with The Union Discount Co.

Mr Chris Spooner has been appointed group taxation controller of STANDARD CHARTERED. He was with the Bank of America.



has been appointed head o corporate corporate finance at GRANVILLE & CO, a private investment banking group. He was head of the mergers and acquisitions department.

17 May 1991

RAND MINES LIMITED

DIVIDEND DECLARATION The directors have declared dividend No. 103 as an interim espect of the year ending 30 September 1991 as follows:

Amount (South African currency)	100 cents per share
Last day to register for dividend (and for changes of address or dividend instructions)	7 june
Registers of members closed from to (inclusive)	8 june 16 june
Shares trade ex-dividend in Johannesburg and London	10 june
Currency conversion date for sterling payments to shareholders paid from London	24 june
Dividend watrants posted	l July
Payment daile of dividend	2 july
Rate of non-resident shareholders' tax	15 per cent

lickiers of share warrants to beaver are notified that the dividend is payable on or after Tuesday, 2 july, 1991 upon presentation of coupon No. 108 The full conditions of payment of this dividend may be inspected at or ed from the offices of the share transfer secretaries in Johann or the offices of the United Kingdom registrars and paying against

By order of the board rand mines (minung & services) limited

per F. D. W. PEACHEY

REGISTERED OFFICE: 15th Floor, The Corner House

SECRETARIES IN THE INTED KINCDOM: rporate Services Limited 63 Fox Street Johannesburg 2001

London ECIP LAI UNITED EINODOM REGISTRARS AND REGISTRATION OFFICE:

ham, Kent BR3 4TU

THE RECONSTRUCTION OF KUWAIT -SECURING AND PERFORMING KUWAITI CONTRACTS Monday 3rd June, The Care Royal, London WC1

Topics
The existing contracting opportunities in Kuwalt both public and rivate * Financing & insurance * Kuwaki Government requirements
UK Government assistance * Kuwaki contacts and their legal implications * US Corps of Engineers requirements *

* The DTI * The British Task Force for Kuwait * Experts on the US Corps of Engineers * Lawyers, bankers and construction professionals with local Kuwaiti experience *

CALL:071-236 4080

BC Conteronces, 9-13 St. Andrews St. London EC4A 3AE. FAX 071-583 7107

CONSTRUCTION CONTRACTS

£24m orders Retail project in Aylesbury for Lilley

an extensive reconstruction and extension project of retail units at the Friar's Square shopping centre in Aylesbury for the Friends Provident Life

LILLEY has been awarded £24m of new orders during April, including a £4.4m road reconstruction contract on the Al near Doncaster, due for completion in 100 days.

Group

Other significant contracts include the construction of a new police headquarters in Dumfries (£3.8m), a design and build contract for 80 dwellings in Catterick for the Department of the Environment (£3.1m), and a modernisation contract for 103 dwellings for Doncaster Metropolitan Bor-ough Council worth £4.3m.

School buildings ALLEN, based in Wigan, has won orders totalling in excess

Allen-Fox Construction, spe cialising in design and build, has obtained a £1.6m contract from Leeds City Council for a new primary school at Roun-

> Wigan Metropolitan Borough has awarded a £1.7m contract to Allen Building for the build-ing of Standish High School. Other projects include a school extension for the County of Lancashire at Elmers Green, further work for Glazo Pharmaceuticals, a hos-tel in Manchester for the Selcare Trust, office conversions and an adult training centre at Dudley for the Metropolitan Borough.

HENRY BOOT is undertaking ing over the open market in Wembley.

square, a link bridge and alterations to the bus station and ment contract other services. The manage-ment contract will be completed by May, 1993. After having completed a pilot scheme, Henry Boot has been awarded a \$3.3m contract

Office Within the £28.6m redevelopment scheme, major improve-ments are to be carried out including new entrances, roof-

has won a £14.5m contract for

the design and construction of buildings and major civil engi-

neering works at the new

Peterborough power station for Hawker Siddeley Power Engi-

neering's private power divi-

Peterborough power station buildings KIER CONSTRUCTION, part of ough Power to provide a new combined cycle gas turbine Beazer National Construction,

to improve access and security on the Chalkhill housing estate

power station for Peterborough.
In addition to various maintenance and adminstration buildings, Kier will design and build the turbine hall. This will house the steam turbine and two gas turbines to drive the 350MW plant.

Ove Arup & Partners are

The project forms part of a turnkey contract for Peterbor-

Offices development plan in Pimlico

TRY GROUP has secured contracts together worth £22m.
The largest, at £10.6m, is for a
new office development in
Ebury Bridge Road, London
SW1. The project was awarded
by Grosvenor Estate Belgravia and Commercial Union Life

The development comprises 79,000 sq ft of offices on eight floors. The structure, built around a reinforced concrete frame will be faced externally in brick, natural stone and double glazed aluminium curtain walking. Internally, the offices and cores will be fully fitted out to a high specificaa 44 bedroomed lodge. Large tion. The 72-week contract begins this month.

Granada Motorway Services has awarded Try Construction an 28m contract to build an amenities complex at Junctions 30/31, just half a mile from the Lakeside shopping development. Thurrock. Until now only petrol, diesel fuel and temporary catering facilities have been available at

the service area but when con-

the new Corby power station under a similar £15m contract. struction is completed there will be restaurants, shops, and

pletion in September 1993.

Work is due to begin shortly

although the company is already present on site having won the £1.3m advance works contract which began in Febru-

kier recently began work on

six TSB branches.

car, coach and HGV parks and access roads are incorporated in a substantial landscaping scheme. The new facilities will be opened in the spring of 1992. The Try Build subsidiary has two fitting out projects; district offices for Midland Bank in Hemel Hempstead and offices for Compagnie Generale de Geophysique at Heathrow and a sports deal in south east Lon-

London airport Completion of the manage ment contract is programmed hotel for April 1992. The client/architect is the London Borough of

Other £3.7m management Novotel U K has awarded WIMPEY CONSTRUCTION a contracts work recently £7m design and build contract for a 178-bed hotel alongside the main M4 spur to Heathrow obtained includes fast track fitting-out and refurbishment at airport. Work on the four-sto rey brick-clad building has started and is due for comple-tion in May 1992. Kier's design engineers for the contract which is due for com-

The main structure of the hotel forms a U-shape with guests rooms surrounding a central glazed atrium which houses the reception area, lounge, bars and restaurant and links to the swimming pool and leisure facilities. Extensive conference and ban-queting facilities are provided in an integrated single-storey building.

Housebuilding

Hall & TAWSE has won a contract to build housing for specialist Japanese workers at the new Toyota plant near Derby. The £4.5m development of 50 houses is being built on the 28 acre site of the city's former Manor Hospital and will be leased to Japanese technicians working on the first phase of the new plant at Burnaston.

Demolition work on the hos-

pital has started and the first phase of the 10 three-storey luxury apartments will be handed over next January.



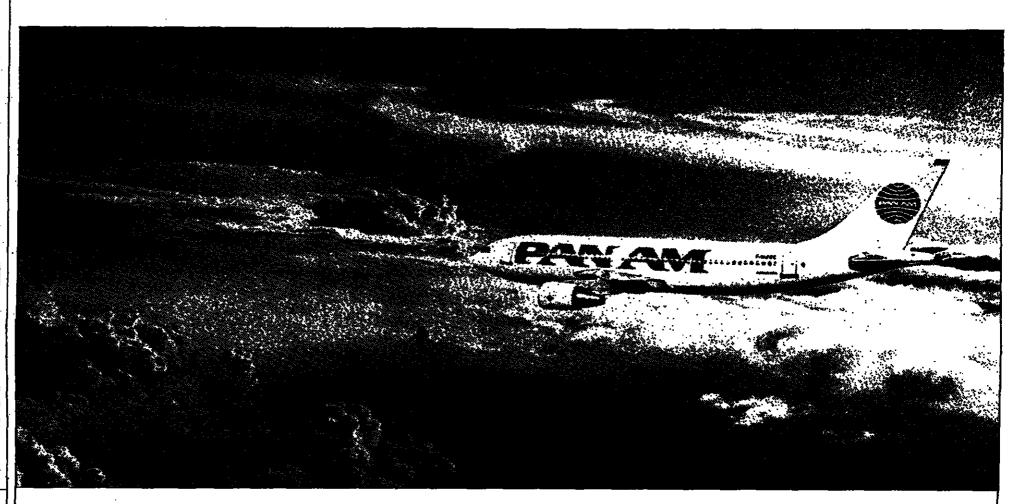
HI-Spec structures for Hi-Tech industries Crondon Structures Ltd., Long Crendon, Aylesi Bucks, 16° 18 988 Tet Long Crenton (0844) 20 Fax: (0844) 201622 Teles: 83249

Birmingham motorway scheme

The national civils division of R M DOUGLAS CONSTRUC-TION has won a package of orders worth 25.6m from the Department of Transport for the reconstruction of major highways in Birmingham. The largest is for a £4.4m reconstruction of the M6 motorway from Junction 7 to the northern limits of the Ray Hall Via-

duct.
Work will include resurfacing a 2.2 km section of both the north and south bound car riageways and slip roads together with associated groundworks. The contract also covers local construction adjacent to three underbridges and general refurbishment of kerbing, safety barriers and parapets. Work is due to start on site at the end of May for

completion in November. The Department has also awarded contracts worth £1.2m for the rebuilding of fire damaged sections of the A38 at Spaghetti junction.



Number one across the Atlantic.

More nonstops to the U.S. than any other airline in the world.

Fly Pan Am to the U.S. this summer and you can see the world. We offer connections from New York and Miami to over 125 cities in 51 countries, including 17 Caribbean destinations and 18 in Latin America. Our Latin America nonstops from the U.S. include São Paulo, Rio de Janeiro, Buenos Aires, Caracas and Santiago.

And Pan Am is continuing to grow in Europe, with new flights from Oslo and Zagreb, and flights from Amsterdam, Lisbon, Hamburg and Barcelona starting this summer.

Business travel is better on

Pan Am.

Pan Am's Clipper* Class is designed especially for business travelers. Our 2x2x2 seating ensures that you'll get a window or aisle seat every time. And in First Class, you can stretch out and relax in our inviting Sleeperette® Seats.

We'll even provide you with a chauffeur-driven limousine. This complimentary door-to-door service (within 40 miles of the airport) is available with advance reservations on each leg of any roundtrip transatlantic flight to and from Paris, London, Frankfurt, New York, Washington, D.C., Miami, Los Angeles or San Francisco, for full fare Clipper

Class or First Class travelers. And at New York's JFK, you can choose helicopter service to Manhattan instead. Again, complimentary **Expanded Frequent Traveler**

Program.

When you fly Pan Am, you can earn miles with Pan Am WorldPass* or United Mileage Plus, and redeem awards on either airline.

So now you can earn free trips to any of the over 280 destinations that Pan Am and United fly, including the Far East, the South Pacific, Latin America, the Bahamas and the Caribbean.

For more information or to make reservations, call your Travel Agent or your local Pan Am office.



hy should the price of textured, pre-powdered surby up to 155 per cent between the neighbouring Wessex and Oxford regions of the National Health Service?

The Commons public accounts committee will today set off in pursuit of the answer to this and similar questions—like why some NHS institutions were paying 41 per continuous were paying 41. tions were paying 41 per cent more than others in the same region for cornflakes last year. Bureaucracy-lovers will

recognise at once that such questions rank among the great unanswerable mysteries of life. Perhaps the cornflakes varied in quality? Was the low-est price recorded for gloves such a bargain that it put the supplier out of business, and the highest an emergency when someone had to buy a single pair from an overcharg-ing shop?

Any self-respecting civil servant could come up with an almost infinite number of grounds for casting doubt on the validity of the comparisons. But the big question behind the specific ones – does the NHS get value for money as a leading purchaser and distributor of supplies? raises serious issues about the management of the service.

The NHS purchasing and supplies organisation, which supplies organisation, which provides hospitals with food, bedding and a vast array of equipment, is among the biggest and most complex in the country. Excluding drug costs, it spends £4bn a year in Eurland and deals with more England and deals with more than 20,000 suppliers.

Efforts to improve the efficiency of NHS purchasing and supplies activities are almost as old as the health service itself. As long ago as 1951, three years after the NHS was formed, the public accounts committee began calling for greater use of competitive ten-

dering and group purchasing.

Today the committee will consider the results of the latest in a long series of investiga-tions into the service's purchasing and supplies activities,

National Health Service

Why the cupboard must never be bare

In the light of a report by the National Audit Office, Alan Pike compares the performance of the purchasing and supply function with that of the UK private sector

concludes that while progress had been made towards operat-ing more professional and efficlent services, more needs to

So far, so uncontroversial such conclusions have been reached before. This time, however, the NAO studied 16 pri-vate food, retailing and manufacturing companies with large-scale purchasing and dis-tribution operations — including Marks and Spencer, Boots and Compass Services UK, a contract caterer - and com-pared them with the health

The results, concluded the NAO, showed that the management approach adopted in the NHS differed sharply "in almost every respect" from that of the private sector.

At the heart of the differences between the two sectors is the far higher degree of central control exercised by the private organisations over their purchasing and distribu-tion operations. None of the private companies studied allowed local autonomy on the same scale as the NHS.

Although its supplies activities are still far more devolved than is customary in the private sector, the NHS's service has become more centralised in recent years. In 1985 there were 450 storage depots. Today there are 75 and the number is

still decreasing.
Responsibility for managing

purchasing and supplies has, during the past 20 years, risen from hospital and district health authority level to the 14 English health regions. A pro-curement directorate in the Department of Health develops national policies and issues guidance, but has no executive

power over the regions.

Although this lack of final, central authority may be uncommon in big private companies, NHS managers are con-vinced they can demonstrate to the Commons committee that their purchasing activities have become far more efficient during the past 10 years. A price-tracking service sub-scribed to by both the NHS and other large organisations shows the health service obtaining better than average

hat NHS managers question is whether their supplies activities can really be compared with those of a private sector company in the way the NAO has done. To start with, the NHS is in the 24-hour health care business: "My local supermarket has often run out of bread by Saturday afternoon," commented one NHS manager. "We have to provide a distribu-tion service in which hospitals never run out of things."

Even more fundamentally,

the NHS purchasing and supplies service functions largely at the whim of its customers the doctors and hospital manthe NHS cannot make central decisions about which brands to stock and then start delivering them to all its outlets.

This is one of the fundame tal differences between the NHS and the private sector revealed in the NAO report. The study found that while the private sector companies main-tain tight controls over any orders, the NHS had no such central control and users

requests are normally met. Not all surgeons are happy with the same type of textured pre-powdered glove. This means the supplies service has to obtain low-volume items which would be excluded as fringe and unprofitable in the private sector, even though every addition to the NHS's already huge product line adds between £500 and £1,000 a year

to operating overheads. Unlike supermarkets, hospitals frequently push up costs by ordering non-standard items. Like most privileges, it is open to abuse.

The NHS supplies organisation entered into a national

contract for the provision of paper hand-towels. One small group of employees refused to use the selected brand of towel, and a separate £25,000 contract - on terms 25 per cent higher than the national one - was eventually placed to meet their wishes, hard as this may be for some private sector managers



The supplies warehouse at Witham, Essex, which services the North East Thames regional authority: does the NHS get value for money as a leading purcha

But the NAO report, which relates this story, tells only the downside. The national contract has saved the NHS £450,000 on its previous paper towel bill; and a new unit was set up in February to exploit the cost advantages of further

national contracting for bulk goods and services like energy, cars and medical gases.

The managerial thrust of the government's health reforms introduced last month, how-ever, is away from central control and towards local auton-omy. A difference of view between the Auditor General's staff and Department of Health officials over the relative merits of running a decentralised supplies structure emerges from the pages of the NAO

In the NAO's view decentralised structures and manage-ment reporting lines have in the past prevented the NHS from minimising operating costs, maximising purchasing power and taking a sufficiently wide view of strategic decisions on issues like the loca-tion of new storage depots. Mersey's new regional distribu-

tion centre, for example, opened in 1985. It has considerable excess capacity yet 13 local stores which it was designed to replace were still open early this year. Department of Health offi-cials, on the other hand, stressed to the NAO that they believe local accessibility and ownership of the service is

The establishment of local

purchasing and supplies ser-vices covering areas roughly twice the size of each existing health region is emerging as a favoured policy objective in the Department of Health, Senior managers believe such units

achieve all the financial advantages of bulk buying, while retaining more scope than a Whitehall-dominated system for local contact with customer

Under the new, more com-mercial system of NHS funding introduced by last month's reforms, all activities within the NHS will be based in future on contracts between purchasing and providing branches of the service. This will put hospital and health authority managers under greater financial pressure to avoid placing wasteful orders. Managers in the purchasing and supplies service will be

their part of the NHS cost effective. Customer, hospitals will eventually be able to go to NHS supplies organisations in other regions, or the private sector, if they are unhappy with their local service.

As the NHO regions have already begun developing a "more entrepreneurial stance" in readiness for the commercial style of management heraided by the reforms, and in a search for cost benefits.

Some regions are offering spare storage capacity to com-mercial customers; others are extending their supplies activi-ties outside the NHS, while some are experimenting with contracting out the manage-ment of storage and distribu-

An extensive training programme for NHS purchasing and supplies staff, based on "real-life" exercises and intended to improve efficiency, is under way. All costs of the programme are covered by savings identified by staff during ing training Last year, ideas generated during training exer-cises produced an immediate £800,000-worth of efficiency improvements, with a further £5m-worth of potential savings

Staff development is an area where NHS managers are par-ticularly happy for their pur-chasing and supplies service to be compared with the private sector. A number of job applicants from the private sector seeking posts in that area of the NHS have recently been rejected because they were considered to be insufficiently

The self-inflicted wounds of British would-be exporters

under equal pressure to make

By Christopher Lorenz

henever a domestic recession rears its ugly head, British manufacturing industry sets up a rallying cry of "export or die!".

Nothing wrong with that, you might think. Thoroughly laudable, in fact. But then why does all the shouting die down as soon as the UK economy picks up again?

The question is not as naive as it seems. True, exporting is usually harder and less profitable than selling at home, and there must always be a temptation to give renewed priority to local customers when domestic demand recovers. But how can any company

expect to succeed in foreign markets by treating exports as an on-off tap which, through marginal pricing and other short-term expedients, can be used to soak up temporary excess caracity at home? . One would have thought that such a self-defeating approach would have been discredited a quarter of a century

ago: from at least the time of the first Wilson government, there have been constant warnings against it.
If the practice was foolish in the 1960s, it has been down-right stupid for at least a decade. For one thing, winning exports through price alone has become less and less feasible as non-price factors (design, quality, delivery) have grown in importance in the

distributors and service agents everywhere too demanding to put up any longer with fickle British suppliers.

Yet the temporary "capacity filler" approach to exporting still seems to be practised by large swathes of British industry, to judge from a study carried out by a London Busin School professor, Peter Williamson. German and Japanese exporters, by contrast, adopt a far more consistent strategy and are far more successful.

Stable prices

Williamson's study focused primarily on the degree of sta-bility or volatility of the three countries' export pricing into the US market, it also shed considerable light on shifting market shares and export strategies as a whole. The method used was to analyse US customs records for the years 1982-85 to determine trends in dollar prices across 462 categories of manufactured product,

from socks to air compressors.

The results are belling, First,
Japanese exporters maintained prices which were both lower and more stable than those of German and especially UK exporters. German exporters charged higher prices than those in either the UK or Japan, but kept them much more stable than the British. Writing in the journal, Long Range Planning, Williamson also reports that the Japanese

vast majority of markets.
For another, the growing flow of German and Japanese products has made customers, tended to price an unusually high proportion of their exports to the US (some 32 per cent in 1986) in dollars. This exports to the US (some 82 per cent in 1986) in dollars. This

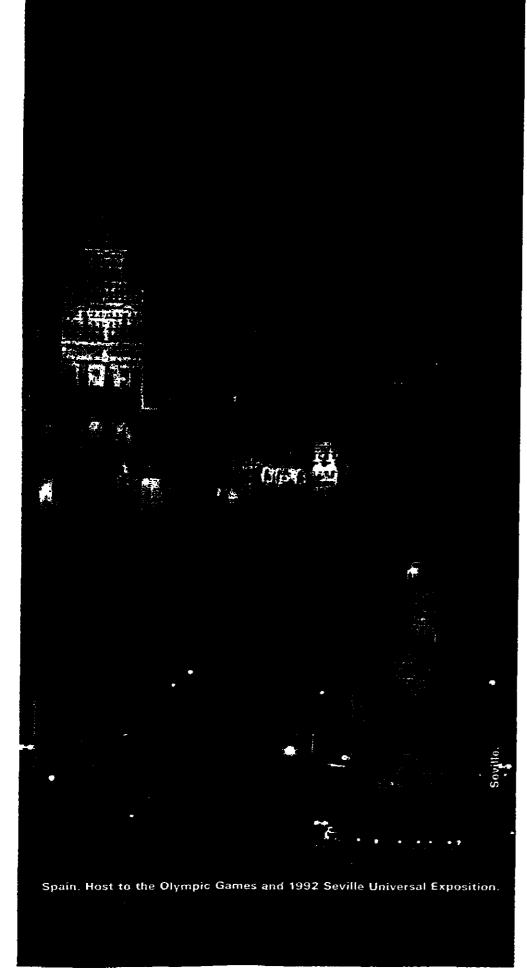
dency for exchange rate fluctu-ations to be absorbed by producers, rather than passed on to customers, Williamson

Second, British exporters market shares were not only lower than those of Japan and Germany, but also less stable; the average annual volatility for UK exporters was 17 per cent higher than for the West Germans, and 35 per cent higher than for the Japanese.

By examining separate data, Williamson also detected a further possible reason, over and above inconsistent pricing, for the poor British showing: that the Japanese put a much greater degree of investment into their US distribution, sales

and service infrastructure. Tempering the gloom slightly, Williamson points out that British exporters have built strong and stable US market shares in mass market con-sumer goods such as spirits, condiments and confectionery, where well-developed third-party distribution networks exist. They have also thrived in products where the manu-facturer's own UK-based salesforce is able to deal with rela-

tively few customers, and can ship directly to them. But that is little consolation to the majority of British would-be exporters — most of whom, to judge from Williamson's work, would appear to be shooting themselves in at least one foot. Will they never learn? *LRP Feb 1991. Pergamon



The 1992 Universal **Exposition** actually began ages ago.

You are in Seville, where the setting sun paints the buildings gold and your camera is poised to capture the magic of the Torre del Oro near the Guadalquivir river, before night Although the city will be made

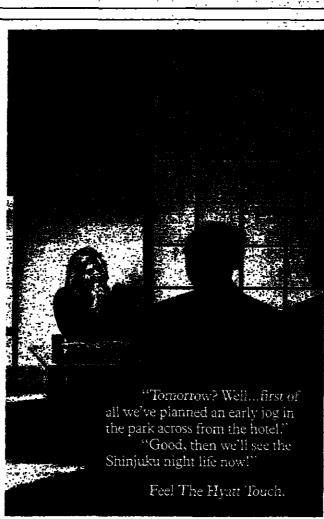
even more famous by Expo '92, it is already a permanent exhibition for centuries of Spanish culture. To see for yourself you only have to stroll round the picturesque quarter of Santa Cruz. Wonder at its majestic Gothic Cathedral, one of the biggest in the world. Admire La Giralda. Visit the Alcázar Real and the Casa Pilatos. Or join in the colourful "Feria de Abril" when the townspeople dress in splendid Andalusian costumes. Now, you sit down with a glass of sherry and reflect that the 1992 Universal Exposition may only last a year.

But the exhibition of Seville will go on for centuries. Consult with your travel agency.



Spain. Everything under the sun.





Our Shinjuku location puts you in the heart of Tokyo's legendary shopping and nightlife area. Yet we overlook a hish, tranquil park — giving you the luxury of open space and greenery in this non-stop citv.

Add to this gracious, attentive service. Twelve dining and entertainment venues. And the exclusive Regency Chib accommodation, the ultimate facilities for the discerning traveller.

Century Hyatt. All the action you expect from Tokyo. Plus a breath of fresh air.

Century Hyatt Tokyo

los du circir cual como comercia y a 150<u>, e</u> conclició de <mark>de manda</mark> 1900 april de para de manda de manda de com

tion about Hyan Hotels and Resorts worldwide, call your turbel of

EMILIA ROMAGNA

San Marino: the world's smallest republic fights to keep its identity Page 3

Monday May 20 1991



Affluence has brought in its wake a disturbing rise in social problems. The region, long a shop

window for the Italian left, may be facing a crisis of values. There is also concern at industry's capacity to meet the challenges of the

1990s. John Wyles investigates

A serpent in the Garden

EMILIA ROMAGNA bas been Italy's land of milk and honey over the last 20 years. Well-eneconomically prosperous and relatively well-governed, its industrious people have enjoyed well-balanced social and economic development. Now, however, a serpent of anxiety has entered this Garden of Eden, creating no little uncertainty about the future.

The region is experiencing not so much a crisis of values, although some observers of the eminence of Pope John Paul II see it that way, nor a plummeting of its economy, which cer-tainly faces more difficulties than it once did, but rather the recognition that uncomfortable pheavals lie ahead.

These are not drastic enough to call seriously into question the celebrated "Emilia model", which in many ways was the regional paradigm of Italy's formidable economic growth in the 1980s. With their 45,000 medium size businesses operat-ing in agriculture and food products, industry and tour-ism, the 3.9m citizens of Emilia the second highest per capita incomes in Italy.

But notable affluence has brought in its wake social much of western Europe, including the nation's third highest suicide rate, growing abuse of drugs, tensions

between the local population and North African immigrants, rising crime and a falling birth rate. This cocktail earned an unusually stern papal excoriation at the beginning of March of Emilia Romagna's "secular-ised and hedonistic" society. In a speech to local bishops, the Pope said the region was carrying the "stigmata of illness and death," and went on to list a falling birth rate, divorce and marital separations, the abortion and suicide rates, drug taking and the death toll in Saturday night road accidents to support his charges.

Naturally, this put the region's Communists on the defanging place they have turn

defensive, since they have run so many communes either singly or in coalitions for many years. Emilia Romagna has been a crucial shop window display of the ability to govern of the Communist party - now the party of the Democratic Left - but its general decline in support has also now reached its heartland and in the view of some people this

too has contributed to the emergence of a "crisis of val-ues" in the region.

Yet very little of this is evident in Emilia Romagna's wellkept industrial towns: Piacenza, Parma, Reggio, Modena, Bologna, Imola, Faenza, Forli, Cesena and Rim-mi. Each has made an important contribution to the region's sleek prosperity, from the processing of hams and

meat products in Parma to the farm machinery and Ferrari luxury sports cars of Modena to clothing at Carpi, ceramics at Sassuolo and Italy's single most popular holiday play-ground in and around Rimini.

Scratch the surface, however, and you find growing concern not only about social values but also about the capacity of the region's formi-dable industrial assets to carry the successes of the 1980s into the present decade.

The co-operative movement is undergoing a difficult restructuring to halt declining profitability in industry and manufacturing, the myriad of small and medium size businesses according to the small and medium size businesses according to the small and medium size businesses according to the small and medium size businesses. nesses seem lodged in a growth-restricting orbit which means that only five of the region's companies are pub-licly quoted, while tourism on the Adriatic coast needs better infrastructural support and is struggling to recover from attacks of seaborne algae fos-tered by chemical fertilisers that have found their way into the River Po.

the River Po.

On the industrial front, Mr
Romano Prodi, the former president of Iri, the giant Italian
state holding company, who is
amply endowed with the intelligence and good humour for
which the Emiliani are famed,
points the finger above all at
the limited commitment and
capacity of the region's compacapacity of the region's compa-nies to accomplish the tasks of research and development and product innovation

This is readily acknowledged by Mr Gianandrea Rocco di Torrepadula, president of the Bologna province's association of industrialists, who blames the small average size of the

region's companies - a factor which he partly attributes to decades of communist and left administrations which have discouraged the emergence of large-scale business.

Nonetheless, we do have world leaders in areas such as electronics and precision instruments which are small in global terms." Mr Silvio Nizzoli, president

of Erved, the region's industrial development agency, affirms that Emilia Romagna's industries are beginning to face up to the problem of inno-vation. Consortia of companies varion. Consortia of companies are being formed to give hirth to joint R&D centres. Those in the process of being launched will focus on electronic engineering at Placenza, flexible automation at Modena, plastic materials at Ferrara and environmental technologies at Rev. materials at Ferrara and environmental technologies at Ravenna. Bologna has launched a broader technological park.

But a key problem still not being and problem still not being and problem.

being properly addressed is the absence of flexible financial instruments to finance innovation and growth. "More risk capital has to be channelled to small companies," concludes Mr Nizzoli.

The relative smallness of its industrial companies - a con-stant and nationwide Italian preoccupation — is fully shared in Emilia Romagna.
"You could say we will be disadvantaged in the Communianvantaged in the Communi-ty's single market," says Mr Rocco di Torrepadula, "but, equally, small means flexible and adaptable." He sees the region's manufacturers devel-oping a growing role as suppli-ers of semi-finished products to larger industrial companies.

At the moment, however,

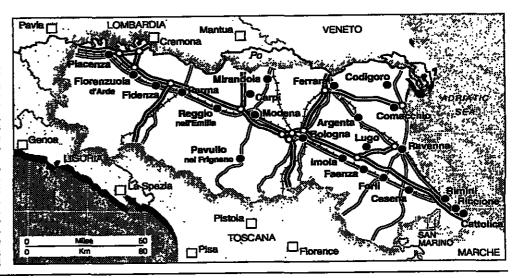
manufacturing in the region is exhibiting undeniable signs of stress. The engineering industry no longer exports significantly more abroad than it imports. "The commercial sur-plus has slipped from around L13,000bn to a broad balance as a result of the cost of money, the cost of labour and an unfavourable exchange rate," says Mr Rocco di Torrepadula. He adds that in the first two months of this year, there were more business failures than in

all 1990. With an unemployment rate of 3.8 per cent against a national average of 10.8 per cent, shortage of labour is becoming a key problem. Immi-grants from outside the EC have eased it only slightly and account for a mere 0.5 per cent of the industrial workforce. A more significant influx from more significant influx from abroad has been foreign capital in pursuit of takeovers with British, French and German companies establishing a growing presence in the region.

The result, says Mr Rocco di Torrepadula, is the steady substitution of local entrepreseurs

stitution of local entrepreneurs by professional managers. This will probably prove to be of benefit to the region's business culture since surveys show that many local entrepreneurs are struggling to restructure their businesses to the needs of global markets.

It also appears that more businesses will become available for acquisition because of generational change: the founders of many of Emilia Romagna's small and medium size businesses or their succes sors frequently lack children ready and willing to guarantee the future of the company.



THE ECONOMY

Variety provides the essence of prosperity

OPINION differs as to whether Emilia Romagna should be called Italy's workshop, its garden or its playground. The various strands of the local economy men that all three pages. omy mean that all three names are justified.

Wounds

2X porter

Best known for its small or medium-size family businesses, the region forms part of Italy's industrial heartland, contributing over 9 per cent of the nation's gross national product. In terms of trade, it accounts for 7 per cent of total national imports and 10.7 per cent of exports.

Industry tends to focus on the biggest cities, with Bologna and Modena in particular host-ing hundreds of manufacturers - though only a handful of them with more than 500

equipment standing out. In packaging alone, Sasib (controlled by Mr Carlo De Benedetti), GD and Ima rank among the world leaders. Together, the three account for 67 per cent of Italy's sales of packag-ing equipment by value and 85

per cent of all exports. Likewise, Modena is the centre for motor production, ubringing together such famous names as Ferrari, Lamborghini and the recently-resurrected Bugatti marque.
Motorcycle makers are almost
as strong, with Ducati and
Morini both important local

names.
But farming is almost as important in Emilia Romagna.
Benefiting from a high proporemployees.
Most are specialists, with packaging, motors, machine in major contributor to the nation's agricultural economy.

along with a range of wines, the best-known of which is the deep red Lambrusco originat-ing from the province of

a part. With food processing a major local industry, pig and cattle breeding is widespread, notably in the areas around Parma and Reggio Emilia where the ham and cheese industries are based.

Tourism and service indus-tries form the last part of the region's economic triangle. The development of Emilia Romagna's Adriatic resorts on the back of growing consumer affluence in the 1950s was followed in the 1960s by increasing numbers of north European visitors.



ily at Flat Trattori, Modena

further afield, while environ-mental problems, notably the Adriatic algae of 1983, have put off others. Nevertheless, tour-ism remains an important source of revenue and employ-ment in Emilia Romagna.

The variety of Emilia Romagna's economy has been one of the major forces behind its prosperity in the post-war period, helping the region over-come occasional upsets in indi-vidual sectors, notes Ms Giov-anna Filippini, the head of research at the Bologna Indus-Growth rates have declined

But whether it is industry farming or tourism, technical expertise and flexibility are common characteristics. The relatively small size of manufacturing companies in particular has been a key factor in promoting qualities like speed of response and sensitivity to the market which underpin the region's economic success. A concentration of manufac

turers in a narrow area - with light engineering around Bolo-gna, and tile-making in Sassuolo – is another component. Specialisation has attracted talent, while intense local com-

turers like Mandelli, the Piacenza-based factory automation group, or Marposs, the family-owned maker of precision measuring instruments for machine tools, have managed to resist cyclical down-

Although most such companies remain family-owned, change is under way. For while many have resisted the pres-sures of rationalisation and the increasing generous offers of foreign multinationals or local mergers and acquisitions (M&A) specialists, a process of concentration is undoubtedly

concentration is undoubtedly taking place.
"In the past two or three years, the industrial companies in the region have tended to be bought, rather than being buyers themselves," says Ms Filippini. Large foreign groups are often the acquirer.

There is certainly score for

There is certainly scope for rationalisation. Italy has over 50 makers of forklift trucks alone — many based in the region — which helps to explain why the sector has been gaining increasing atten-tion from Milan-based M & A

often justifiably proud of their technological skills and specitional capital to finance research, increasing distribu-tion costs have combined with the more widespread problem of succession to make changes of ownership, or at least part-nerships with bigger groups,

increasingly common. Technological prowess and the mixed economy have also been translated into material well-being. The armed guards, automatic doors and banks of closed-circuit TV screens, to be found at even relatively small local companies, reflect the danger of kidnapping that trou-bles many leading local entrepreneurs now that organised crime has replaced terrorism as the primary threat.

as the primary threat.

According to figures for the province of Bologna, unemployment amounted to just 4.1 per cent last year. Even for Emilia Romagna as a whole, the 5.3 per cent jobless rate was less than half the national everage of 115 per cent average of 11.5 per cent. Other statistics tell a similar

story. Capacity utilisation among Bologna companies reached 81.3 per cent last year, while local inhabitants had average bank deposits of L21m

basis, according to the Indus

Based on "development index" produced by Italy's Con-findustria employers' federation, which takes into account such variables as income per capita, bank deposits and elec-tricity consumption, the province ranks fifth in Italy, coming in at 130.31 against the national index of 100, while on a regional basis, Emilia Romagna comes in second after

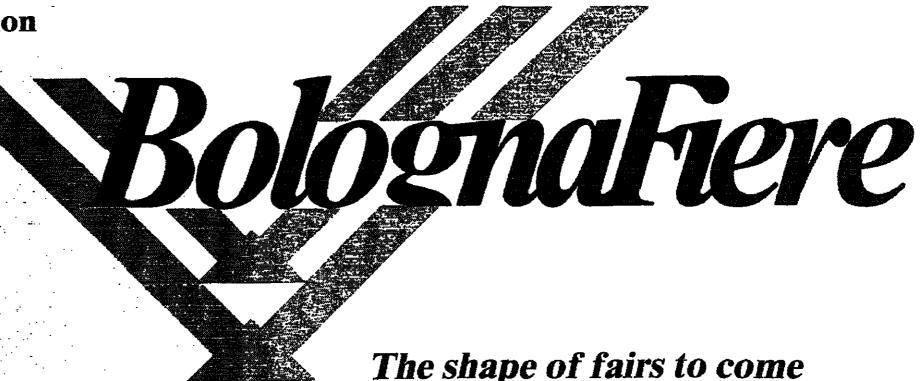
Lombardy with 122.6. The specialisation of Emilia Romagna's producers, whether industrial or farm-based, has also spurred a lively involvement in business tourism, notably trade fairs.

The two biggest are in Bologna and Parma. The Bologna fair is Italy's second biggest after Milan, with more than 1m visitors last year. Cersaie, the world's biggest ceramics fair, attracted around 100,000 visitors and 1,000 exhibitors alone

last year. Meanwhile, Parma's biggest events are the international Cibus and Technoconserve food fairs, held in May and

Halg Simonian

An international organization An ideal exhibition centre Sophisticated services A town quite unique



I - 40128 Bologna - Piazza Costituzione, 6 tel. 39-51-282111 - telefax GR.3 39-51-282332 Bologna-based Credito Romagnolo is geared to local conditions

Strong regional presence

CREDITO ROMAGNOLO, the Bologna-based bank which is the leading financial institution in Emilia Romagna, may not be Italy's biggest bank. But it has already carved out a sizeable name for

itself in both fund management and deposit-taking, in which it ranks among the country's market leaders.

The bank's strength in the two areas owes much to its well-entrenched position in the regional economy, explains its chairman, Professor Francesco Bignardi.

With a wealthy, small business-based clientele, the bank has been able to mirror the rise to affluence of Emilia Romagna as a whole since the 1950s - so much so that the bank, which now has some 210 branches, around 180 of them in Emilia Romagna itself, has been able to embark on a substantial expansion programme in

the past two years.

Having purchased Banca Morgan Von-willer in Milan some years before, it has gone on to take a controlling interest in both Banca del Friuli, adding more than 80 branches predominantly in north-eastern Italy, and Isefi, a quoted financial services

However, Emilia Romagna remains by far the most important focus for Credito Romagnolo, contributing 82 per cent of total deposits and around 61 per cent of

Prof Bignardi sees the bank as being well-geared to the economic conditions of its home turf.

That means responsiveness to the needs of small and medium-size business in particular, and also a close awareness of the needs of the region's tourism industry, whose growth in the 1950s and 1960s was a major factor in the bank's own expansion.

Yet Credito Romagnolo has not remained a merely regional entity. Although always relatively outwardtation of much of local industry, it has tried to tailor its services to the increasingly complex demands of small and medi-

um-size business. Hence the acquisition of Banca Morgan Vonwiller, which is now fully integrated into Credito Romagnolo, was an important step into the Milan-based world of foreign exchange trading and being demanded by some of its business

But it is retail fund management for which the bank is probably best known. Although ranking only 18th in Italy in terms of total assets, Credito Romagnolo stands appreciably higher up the pecking order when it comes to money management, with L26,286bn under its

However, with Italian banking now in the middle of an unprecedented phase of liberalisation, Prof Bignardi realises that Credito Romagnolo is going to have to keep on its toes if it is to retain its



Prof Bignardi: 'We don't want to lose market share in areas where we are aiready strong. After all, many banks are attempting to come into Emilia Romagna

The challenge is all the greater given the fact that Emilia Romagna is one of the most attractive regions for expansion for many non-local banks following the Bank of Italy's decision to open the door to much easier branching last year.

Credito Romagnolo's response has been predominantly defensive, with a stress on setting up more branches in the region. rather than looking much further afield, Prof Bignardi explains.

"We don't want to lose market share in areas where we are already strong. After all, many banks are attempting to come into Emilia Romagna."

The bank has so far received the green

light to open 34 more branches, with Banca del Friuli planning to set up a fur-ther 20 units of its own. be on the cards, Credito Romagnolo does

not have a strict overall target for new openings, Prof Rignardi explains. Rather, the bank is keeping its options open, partly to see how its competitors act,

he savs. Meanwhile, foreign expansion has been eased by the co-operation agreement struck last year with Banque Nationale de

Paris (BNP). Under the deal, Credito Romagnolo has renounced further foreign expansion beyond its current Luxembourg branch, in return for which its customers have been given full access to BNP's big international network.

The accord was part of a deal which also saw the French bank taking a 2 per cent stake in Credito Romagnolo, the maximum permissible for any single shareholder under the Italian bank's present statutes. Hence any suggestion of a creeping takeover by the French, who are undoubtedly keen to expand their presence in Italy, is

out of the question. And it will remain so even if Credito Romagnolo's shareholders decide, as seems likely, to relax the 2 per

cent rule, says Prof Bignardi.
He thinks BNP would like to have "a more significant presence" in the bank, with a 10-15 per cent stake and perhaps some boardroom representation. That sta-tus would fit in with BNP's current aim of gaining strategic footbolds in neighbouring banking markets without making full-scale acquisitions, even if these were

Prof Bignardi clearly sees the French presence as entirely desirable, even now that the acerbic battle between supporters of Mr Carlo De Benedetti, who indirectly controls Credito Romagnolo, and Mr Gianni Agnelli's Fiat group is buried. Rather, the alliance with BNP offers not

just a widespread international network, but also access to additional funds, should Credito Romagnolo wish to make more

In those circumstances, its French partner would come in handy both as a wealthy direct shareholder, and possibly in an independent capacity as a co-acquirer too, with BNP perhaps tak-ing a direct stake of its own in the target

Credito Romagnolo's alliances with strong partners will probably not end

With bank-insurance links becoming steadily more important in Italy, the signs are that Fondiarla, the big Florentine insurer, may also buy a share in the bank in due course. Fondiaria already has a small holding in

the Florence savings bank, and is now keen to secure an exclusive marketing deal with Credito Romagnolo to sell policies via its branches. Though Fondiara may start with just 2 per cent, like BNP, it too is thought to

want more eventually. Haig Simonian

■ PROFILE: Romano Prodi, former president, IRI

Cures for the ills of industry

HAVING returned to his native region after eight years as president of IRI, Italy's largest state holding group, one of Emilia Romagna's most famous sons has for the past 15 months been applying his extraordinarily discerning eye to its strengths and weaknesses. Romano Prodi finds much to preoccupy him, and if the future of Emilia Romagna is worrying one of haly's best economists turned industrial-ist, then Italy ought to be wor-

Mr Prodi has been studying it all with that fronic, detached academic eye which is again delighting students now that he has resumed teaching at the University of Bologna. He also devotes much time to Nomisma, the research consultancy in Bologna which he helped to found and which is now listy's largest in applied economic research. He enjoys a direct window on the business world as a director of both Unilever and IBM International.

The Emilia Romagna which has been put under the Prodi microscope remains one of the country's richest and most industrially and agriculturally productive regions. Its small and medium size businesses such as those manufacturing agricultural equipment, ceramics and textile garments are some of the brightest jewels which helped to give the Italian economy its prosperous sparkle in the 1980s.

Mr Prodi, however, fears that they have difficult months and years ahead. "In the 1980s we had a high level of invest-ment and productivity increases which compared with Japan's. Unfortunately, however, product innovation has been less and comparing in the been low and companies in the region are struggling with high

labour costs.
"Managements are not think-ing enough about product innovation. They are concentrating on cutting costs and looking for new markets."

He singles out the garment industry, centred on Carpi, as a particular source of concern. 'All possible new technologies have been applied but the cost of labour remains a very high proportion of production costs. There are many companies that are badly placed strategically. They are too small to reorganise themselves, as the Germans have done, for example, by moving production off-shore to cheap labour areas." In general, says Mr Prodi, the region's small and medium

size businesses need "to advance the frontiers of their more research and develop-ment effort. He believes that erned by the Communist party desire to return to national pol-

park being planned for Bolo-gna is needed to help improve the rate of product impovation

in the region.
The former IRI president laments the absence of national or regional policies designed to help the small and medium size business sector. A law currently in parliament which offers a range of financial and technical assistance "is potentially helpful", he

Another problem clearly identified by Mr Prodi is a "dramatic labour scarcity" in Emilia Romagna. The application of national wage levels in the Mezzogiorno coupled with the growth of financial assistance of virtually every kind has choked off the impulse to emigrate which helped to satisfy the north of Italy's manpower requirements in the 1950s and 1960s.

There has to be some wage differentiation or otherwise there is no real possibility of a relocation of labour," says Mr Prodi. In the meantime, substantial north African immigration is supplying a work-force for low-paid, low-skilled jobs. Nevertheless, Mr Prodi believes that the labour shortage will only worsen because of the region's extraordinarily low birth rate — one of the lowest in flaly, and italy's is

one of the lowest in Europe.
"This is why I should like to see more immigration, preferably from eastern Europe where they have a high level of basic scientific skills which will be lacking in Bologna."
Signs of racial tension

'Many companies are badly placed strategically. They are too small to reorganise'

between the native population and north African immigrants have been growing in recent months, but Mr Prodi believes that for the moment there is nothing to be unduly worried about. Immigration provokes a reaction from the poorer members of society, but I don't think that the city's proble are worse than they were in the 1970s.

Nevertheless, a rash of mur-ders, including the deaths of two carabiniers, has of late sparked a national inquisition about the social health of what has long been regarded as one of staly's model cities.



(now the party of the Demo-cratic Left) and seen as an anomalous mixture of left-wing politics and entrepreneurial capitalism. The question has been asked whether the national decline of the Communist party, culminating in its recent change of identity, has led to a collapse of civic values in Emilia Romagna's leading

Mr Prodi believes that much of this speculation is overblown since Bologna's commitment to communism has always been unusual. In the first place, he says that Emilia Romagna's communists are extraordinarily moderate by national standards and, indeed, have played a restraining role at national level. Bologua has, however, been better run with a higher level of social provi-sion than many other large-italian cities, he acknowledges. Secondly, "the entrepreneur-

ial spirit runs so deep in Bol-gna that communism has been no obstacle to social and economic development. The unions here understand the need for a good balance sheet,"

ities (he was a Christian Damoreat minister for leaduring in the late 1970s). "This is a creative phase in my life which is like a good retirement."

He is deeply preoccupied now about the state of the next account of the matterns.

national economy, primarily because of the size of public deficits and of public debt. The Balisu economy remains more insulated and different from others in Europe than I had hoped." He believes that most leading Italian companies are struggling to adapt to European competition because of the mailtentioning of some basic fundamentals.

He remains convinced that a major privatisation programme is needed for the public sector — he had only limited success in fully grivatising some IRI subsidiaries — and that the working of financial markets has to be improved and the role of itsian basis developed.

We cannot have the worst of all worlds: without a financial system which works in a com-parable way to the UK and without a stable system for long-term ownership like you

The tile industry is centred around Modena and Reggio Emilia

Consolidation continues

FROM BEING banished to bathrooms and kitchens – where they largely remain in the UK and Scandinavla – ceramic tiles have become an increasingly important aspect of the fashion-conscious household.

So much so that the Italian tile industry, largely concentrated in the small town of Sassuolo near Modena, generated sales of just over L5,000bn (\$3.8bn) last year. Around half of that total was exported, with foreign turnover rising by almost 4 per cent to L2,689bn in 1990 from L2,500bn in 1989. Sales abroad by members of Assopiastrelle, the Italian tilemakers' association, accounted for about 1.4 per cent of Italy's total exports by value last

year. Germany is the main foreign

The industry generated sales of just over \$3.8bn last year, and around half of that was for export

market, followed by France and the US, according to the

The concentration on the Modena and Reggio Emilia areas, where 200 of its 355 member commanies are based, has its roots in a mixture of history and the snowball effect of expanding local expertise, which has pulled in other manufacturers and specialists over

the years.
"There was a very old tradition", says a spokesman for Assopiastrelle, taking the old Roman furnace found by archaeologists in the area as

Although spurred by special post-war financial help, which accelerated the gradual industrialisation of what was previously a largely handicraftsbased business, many of the factors mentioned by local manufacturers today could just as well apply to a host of other Italian industries.

Fashion-consciousness, and a wide range of products top their lists, along with good design and creativity. But few of Sassuolo's ceramics companies, almost all of which remain family-owned, date back much before the Sec-

ond World War. Only after 1945 did the industry gradually start to rationalise. That process continues today. But although Assopiastrelle's membership fell from 509 in 1975 to 362 a decade later, the drop only partly reflects occasional crises in the

business, as in the early 1980s. The main reasons for the continuing consolidation pro-cess are rising costs, notably for energy and labour, and new technological challenges, which have pushed up the need for research and development spending.

Iris and Marazzi, both Sassuolo-based, are the two biggest companies in the business.

Marazzi had sales of L470bn last year, while Iris's turnover last year was L535bn.

However, direct comparisons are complicated since the two groups have chosen different growth strategies.

Marazzi has set up factories

abroad, with its works in Spain and the US about to be comple-mented by a new plant in Turkey. By contrast, Iris, which employs 2,700 workers and exports around 70 per cent of its output, has opted for verti-

cal integration. Among the companies in its group is Maf-fei, which supplies clay and other raw materials.

Typically for Emilia Romagna, the growth of one industry in a narrow region has stimulated the development of a variety of specialist suppliers

and manufacturers in its wake. Hence Italy is not just the world's top tilemaker, but also its primary source for tile-mak-ing equipment, with many equipment companies also being based in and around Sas-That means Assoniastrelle's

members and their suppliers have often been technological trail-blazers too, as in the case of the single firing process for tiles, which opened the way to a host of new, heavy-duty uses for ceramic products.

Rather than multiple firing, in which tiles are baked, painted, and then re-baked at around 900 degrees Celsius, single firing involves a one-off

degrees. That produces a much tougher, harder-wearing prod-uct, which is increasingly been used for heavy duty applica-tions, as in flooring for department stores, subway systems or airports, where attractive appearance must be combined with proven durability and the ability to withstand marked

ability to withstand marked temperature changes.

Although it has by no means replaced double firing, which still accounts for around 20 percent of the industry's output, single firing has undoubtedly been the most important individual contributor to the tile-makers' growth

makers' growth. So much so that a variety of specialist products - notably facing tiles for buildings and the extra heavy duty granite or marble-look "porcelain stone-ware" goods – are now com-peting head-on with traditional stone products and are being guaranteed for up to 190 years. Meanwhile on the domestic

front, upmarket tiles, which are still produced by double fir-ing for the maximum lustre, have turned increasingly into fashion items. Many of Assopiastrelle's nembers now produce special lines of "designer" tiles, with top Italian fashion names such

as Valentino turning their hands to tile design. Though still representing a relatively small slice at the very top of the market, many manufacturers expect such specialist products to grow in importance over the years.

STUDIO LAMANTIA

Your consultant in Emilia-Romagna Broad experience and well connected in the Region Full advisory services for:

Mergers & Acquisitions Industrial Relocation Via Indipendenza, 5

40121 Bologna - Italy

Joint Ventures Tel: (051) 22.39,33 Fax: (051) 22.93.32

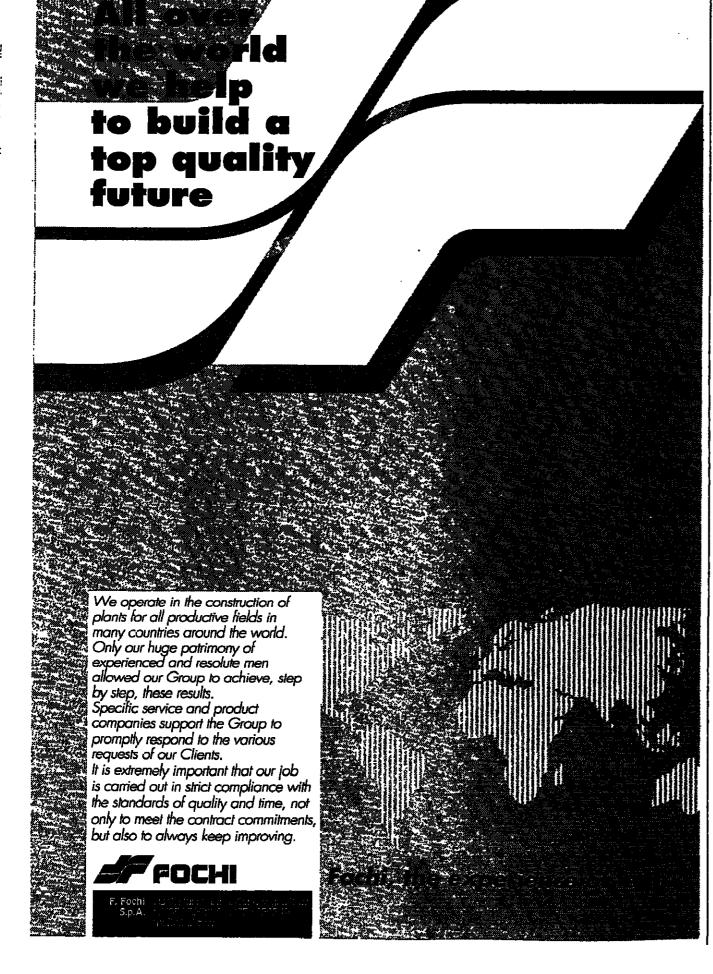
Venture Capital

FINANCIAL TIMES RELATED SURVEYS

Oct. 8 1990 **European Construction** April 3 1991 Food Industry May 10 June Europe 1992 July Buropean Inve July Italian industry September واجبولا September italy: Finance and Investment November

FOR ADVERTISING INFORMATION CONTACT BEN HUGHES 071-873-3276

FOR EDITORIAL INFORMATION CONTACT DAVID DOOWELL 071-873-4090



EMILIA ROMAGNA 3

IT HAS ambassadors accredited to the European Community, the Council of Europe and the United Nations; it is negotiating a form of association with the EC. Yet it has no central bank. very few economic statistics and nearly half its citizens live

A .-

. . .

In short, San Marino is a delightful absurdity, although one would be ill-advised to make such a comment within earshot of the Sanmar who have prospered greatly in recent years from the nearly 3m tourists a year anxious to set foot in this arcane spot. The tiny nation state, perched solidly atop Mount Titano, 25 kilometres inland from Rimini kilometres inland from and on Emilia Romagna's east coast, is there as the world's coast, is there as the world's smallest republic in a sense because it has always been

Its longevity owes much to a seemingly etamal desire for independence, a nearly perma-nent disjuterest in its affairs in surrounding Italy and a strong sense of national identity. Though clearly under threat in this era of mass culture, this derives partly from a very par-ticular history and partly, one suspects, from a sentimental attachment to social and political traditions. Medieval instituSan Marino, the world's smallest republic, fears the impact of a united Europe, writes John Wyles

Struggle to preserve a sense of identity

member Great and General Council whose chief executive, the Captain Regent, changes

every six months.

Sammarinese - about 20,000 of them - are scattered around the world but they retain their citizenry and send representatives home every year for a gathering of the

Medieval Institutions still rule through the 60-member Great and General Council

overseas communities. Legend has it that San Marino was founded as a religious community in the fourth cen-tury by Marino, a Christian stone-cutter from Croatis, whose healing powers and saintly life subsequently him canonisation. By the mid-13th century it was operating its own political institutions and its citizens lived according to a rigorous

legal code which tended to favour the dispossessed and penalise the rich and powerful. With its command of a strategic position unequalled in the region, the San Marinese have fought off the predatory ambitions of local bishops, but they also succumbed for 50 years to rule by the Borgias, and were placed for a time under the dominion of the Holy See. Napoleon left them alone, as did the Germans but the British mounted four bombing raids, despite the

ond World War, which killed 63 people and prompted the subquent payment of 690 000 The outrage is commemorated by a rather beautiful sculpture which stands outside the republic's tourism develop-ment office which, under the watchful direction of Ms Edith Tamagnini, makes a key contribution to ensuring the lucrative growth of the lifeblood of the republic's economy. Most of the visitors are daytrippers and the vast majority are Ital-

republic's neutrality in the Sec-

ians who take the winding gross domestic product does not appear to cause any great the spectacular views and the slightly better prices for a range of consumer goods than can be had in surrounding

Many of the public buildings date from a reconstruction phase in the 19th century, the most attractive being the Palazzo Pubblico where the repub-lic's 60 councillors meet. The current strategy for tourism is to promote longer stays through the development of festivals and congresses there is now an annual gather-ing of experts on AIDS, as well as a Vespa owners' rally and an international photographic festival. Sporting events -notably a Formula One grand prix and an international ten-nis tournament - are also exploited as a means of tourist promotion.

Quite how important tourism really is for the 23,000 residents of the 60 sq km republic can only be guessed at. The absence of any official data on

headaches for Mr Clelio Galassi, secretary of state for finance and the budget. "We do succeed in creating short- and medium-term economic plans even without key data." he

says.
The state itself is the largest employer, giving work to 3,000 of the 23,000 inhabitants - 31 per cent of the employed workforce. This ensures that public administration soaks up 70 per cent of annual spending which in 1991 is forecast at L301.7bn. Compared with Italy, the republic's budgetary situation is very healthy indeed, record-ing a surplus of just over L6bn in 1990 thanks to an admirable control on the growth of public spending. Direct and indirect taxes account for only 12 per cent of revenues since the regime is a benevolent one. Per capita annual incomes among public employees averaged L24.1m in 1989 and L20.3m in the private sector. A directly employed worker in

San Marino loses only 7.3 per cent of his gross income in direct taxes and social security contributions, compared with 23 per cent in Italy. Labour costs for employers are also significantly lower.

The fact that 57 per cent of

the state's income derives from customs duties poses something of a problem of declining revenues for the future because of the republic's interest in securing a free trade agreement with the European Community. But the hope is that a larger and broader industrial base will be stimulated by such an agreement and will generate compensating revenues. With the exception of textiles, "San Marino lacks a real production base because of its small workforce. but through training pro-grammes we hope to attract high technology services com-panies," says Mr Galassi. The minister is a member of the Christian Democrat party

which currently makes up the

San Marino government in

key data'

be scrutinised by the Italian banking authorities. San Marino has also

nist party which changed its name well before its Italian sister. Independent it may be, but San Marino depends on Italy for a range of services and has had to impose restrictions on financial flows into and out of the republic so that they can 'We succeed in

creating economic plans even without

coalition with the Partito Pro-

gressista, the former Commu-

absorbed a great deal of Italian political culture. The republic had its own Fascist period before the Second World War and although Mr Galassi main-tains that the San Marino DC is not afflicted by the factionalism of the Italian party, it has the same inter-class popular

Pearful of the impact of a uniting Europe on its sover-eignty and sense of identity, San Marino has recently created its own university and later this year will launch its own television station. Ms Fausta Morganta Rossini, the minister of education and culture, would like some of the broadcasting time to be dedicated to an open university. along the British lines, but the financial implications of this are still being studied.

Per capita education spend-

ing is higher than in Italy and the curriculum is broadly similar - it has to be because a significant number of Sanmar nese go to high school in nearby Rimini. Ms Rossini says that the products of the republic's school system are overqualified for the local economy, which is another reason for seeking to attract high technology production activities. Lack of opportunities may be

one explanation for some of the republic's sharply defined social problems. There is a drugs culture among a minority of its youth while adult neuroses have manifested themselves in one of the high-est suicide rates in Europe. "It is not very easy to live in this small community. It is rather claustrophobic," says Ms Ros-

"EMILIA ROMAGNA was the cradle of the co-operative movement in Italy," says Lan franco Turci, chairman of the Lega Nazionale Cooperative e Mutue, the "red" co-operatives' Modena province, Mr Turci grew up immersed in Emilia Romagna's co-operative culture and imbried with communist

Chairman of the Emilia Romagna regional council from 1978 to 1987, Mr Turci was elected regional councillor on a Communist party ticket at the age of 30 in 1920. He became age of 30 in 1970. He became the Lega's chairman in May 1987 and has since been guid-ing it through a period of radi-

cal change. "We are passing through a transition phase in which the movement is being reorgan-ised. Concentration is leading to mergers. Members are becoming increasingly aware of the need for a business approach in their activities,"

notes Mr Turci.

The cradle of co-operatives in Italy, Emilia Romagna is now in the vanguard of the changes that are preparing the movement for the next cen-tury. Growth is particularly strong in the tertiary sector,

ر. 150 مانات

Period of transition

The co-operative movement is being reorganised

not least in finance where Bologna is the capital. The Lega's Banec bank and Unipol insurance company have headquarters in the city. Italy's sixth largest insurance company, Unipol is the only co-operative venture quoted on the stock market. In conjunc-tion with Visa, Banec and Unipol are issuing a credit card Unicard/Visa.

Stock market quotation, banking and credit cards are far removed from the Lega's early operations in Emilia Romagna, just over 100 years ago. "The movement started with agricultural workers joining together to avoid exploita-tion," says Mr Turci.

With a large area being part of the fertile Po Valley, agricul-tural workers in Emilia Remagna were more fortunate than those elsewhere in Italy, But, nevertheless, hardship was widely felt among the brac-cianti farm labourers and by many small farmers. Co-opera-tives helped day labourers to sell their muscle power, and farmers to sell produce, pur-chase seed and materials and obtain finance. obtain finance.

Local political traditions played an important part in the growth of the co-operative movement in Emilia Romagna. 'An enlightened middle class encouraged the creation of co-operatives. They fitted into a regional model of municipal socialism that was reformist rather than anarcho-syndicalist," explains Mr Turci.
The fortunes of the region's

co-operatives were closely linked to the political colour of government in Rome. Fair lay was the rule under Giolitti at the beginning of the cen-tury. But we suffered under authoritarian and conservative administrations, particularly fascism which placed a sharp brake on the movement," says Mr Turci, However, Emilia

Romagna's co-operatives moved rapidly ahead when the brake was released at the end

"When the communist leader Palmiro Togliatti visited Reg-gio Emilia in 1946 he under-lined the middle-class contribution to the region's redness. This has become increasingly true for the co-operatives, which are much more than proletarian alliances. Their memberships include a large proportion of middle classes from all professions, trades and jobs," says Mr Turci. Indeed, the region's co-opera-tives have a noticeably white

collar look. Nearly one third of the 60,000 employees of Lega co-operatives in Emilia Rom agna work in services and a further 8,000 in retail distribution, either in consumer or retailer co-operatives. Jobs in service co-operatives, like transportation, social services and data processing, are nearly



as numerous as in industrial/ producer co-operatives, where about 21,000 are employed. With only 9,000 jobs, less than one-sixth of its total, agricultural co-operatives are no longer in the Lega's front line. Nevertheless, their aggregate annual turnover of about L4,000bn accounts for aroundone-third of the Lega's total

turnover in Emilia Romagna. The situation is different in the region's Conf co-operative, the "white" organisation that has Christian Democratic political affiliations. A little more than one half of the 20,000 jobs in the organisation's co-operatives in Emilia Romagna are in agriculture, with this sector

generating more than three

'The 'white' co-operatives in the region continue to rely on the past," remarks Mr Turci, acknowledging that they nevertheless remain a strong eco-nomic and social force. How-ever, the Lega's "red" co-operatives are considerably more powerful, reflecting the

quarters of total turnover of

political balance in the region. Together, the 4,300 co-operatives of the Lega, Conf co-operative and the very small Asso-ciazione Generale Co-operative provide employment for 10 per cent of Emilia Romagna's workforce and generate more than 20 per cent of its added value. Co-operative business is

big business in the region. But it is not evenly spread The northern provinces of Piacenza. Parma and Ferrara and Forli province in the south are less co-operatively-minded

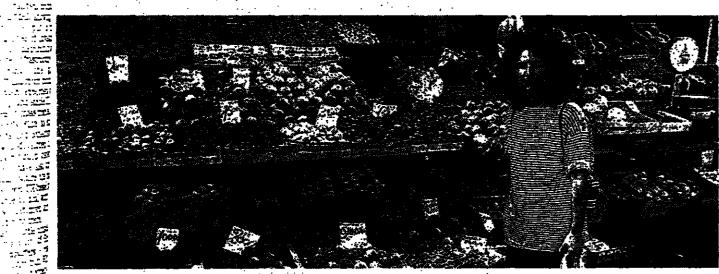
than Reggio Emilia, Modena, Bologna and Ravenna. Some of the region's co-operatives enjoy wide - even international – recognition. Rav-enna's Cooperativa Muratori Cementisti (CMC) and Carpi's Coonerativa Muratori Braccianti (CMB) are well-known in the construction sector in many parts of the world, par-

ticularly in developing countries where their know-how has helped to erect factories, dams and other infrastructure works. Wines from the Cantine Riunite enjoy good sales in export markets. And Sacmi's tile-making machinery has 40 per cent of the world market.

Not all the region's co-operatives have enjoyed such success. Last year Aica, a co-operative serving the agricultural sector, was put into liquida-tion. "It was symptomatic of the serious problems that exist in a sector where major restructuring is needed," Mr Turci says. He notes that under-capitalisation is a generalised difficulty, which requires legislative changes to put it right.

But he is confident that Emilia Romagna's co-operatives will meet today's challenges. "Co-operatives fit well into the region's fabric of small and medium-size enterprises. There is well-balanced development throughout the region that is helped by well-administered local authorities. Though they are 'red', the Lega's members show the best aspects of entre-preneurial spirit."

David Lane



Growth market: Parma is the region's centre for a veriety of foods - not keet its world-renowned hams and cheeses

NICKNAMED "food valley" by the locals, the area around Parma, the second biggest city in Emilia Romagna, is as renowned for its food-related lence of its cuisine.

Just as Bologna is the region's uncontested industrial capital, Parma is its centre for a variety of foods, with its hams and cheeses its most familiar export to the outside world.

But while ham and cheese production is largely run by co-operatives, Parma's two other leading food groups, Parmalat and Barilla, are both limited Both were privately-owned

until last year, when Parmalat, the smaller of the two, floated some of its shares on the stock exchange as part of a complex recapitalisation that brought in not just small private shareholders in Italy, but a number of big international institu-tions as well.

Still majority-owned by the Tanzi family, Parmalat had sales of L1,102bn last year, a figure it expects will rise to L1,200bn in 1991.

Best known for its dairy products – and especially for the long-life milk to which it has given its name - the company, which is based in Collecchio, a small town to the south-west of Parma, has been on a rapid expansion drive. Although the bulk of its pro-

duction is in Emilia Romagna. where some 1,000 of its 1,800 Italian employees are based Parmalat also has plants in a number of other locations. Last year's acquisition of new operations in Brazil, where its workforce has now more than ipled to around 2,000, is likely to be followed by the purchase of new activities in Spain and possibly eastern Europe this

Just to the other side of Parma lies Barilla, Italy's big-gest pasta maker, whose mod-

THE FOOD INDUSTRY

Culinary capital eyes expansion

ern plant is a landmark for drivers on the busy Milan-Bolo-gna motorway. The company, founded by Pietro Barilla in 1875, remains strictly private

n more ways than one. With 6,500 employees, almost all in italy, and sales of around all in Italy, and sails to around 12,400 in last year, the company is now back in the family's hands after a brief period of ownership by W.R. Grace, the US multinational,
Run now by Pietro Barilla,

last as long as three years.
Most Parma hams sold in the
shops tend to be a little
younger, being sold after 12-18
months of carefully-controlled

Constant vigilance during the maturing process is also a feature of the region's cheese industry, and especially of the Reggio Emilia-based Consorzio del Formaggio Parmigiano Reggiano.
Its 860 members, each of

Exports may rise following a landmark US decision in late 1989 to allow the import of Parma ham for the first time

who is assisted by two of his three sons, the company's emphasis on security can leave something of a sour taste for first-time visitors that not even its biscuits and cakes can sweeten. Whether naturally cautious, or just anxious about kidnapping and organised crime, the group's security is more akin to a high-tech defence plant than an overgrown bakery.

A warmer welcome can usually be had at the region's two leading food co-operatives. Based in the centre of Parma, the Consorzio del Prosciutto di Parma groups together 215 makers of its renowned ham

Though it comes as a surprise to some, Parma ham is raw, gaming its fine taste from an age old salting and matur-ing process that dates back to at least 1500 and which can

which often comprises a number of separate dairy farmers, lie behind the production of Italy's most prestigious - and

most expensive - cheese. According to Senator Gianpola Mora, the co-operative's chairman and a cheese maker in his own right, its members have to obey even stricter stan-dards than those regulating

the ham co-operative. Annual sales of Parma ham have risen to around L1,400bn. and the industry now provides jobs for some 4,000 people, according to the co-operative's

Ettore Grisendi. While most members make around 50,000-60,000 hams a year, the higgest can go up to 400,000 annually. Exports, which account for around 19 per cent of production, may be set to rise following a landmark US decision in late 1989 to allow the import of Parms

ham for the first time. Previ ously excluded under a law forbidding the importation of all raw foodstuffs, the hams were finally made the subject of a special law to allow US con-sumers to savour their taste.

Meanwhile sales of Parmigi-ano Reggiano, which is the superior of the two categories of Granz cheese produced in the region, have also risen strongly, reaching around L1,200bn last year. In volume terms, the co-operative sold some 2.8m of its huge, 33-36kg circular slabs of cheese in 1990.

The existence of strict, gov-ernment-imposed standards, supervised by the co-opera-tives, has helped both to foster reputation of their products, it s argued.

Ham producers have to observe strictly codified rules about what type of feedstocks are used, when animals should be slaughtered and how the hams should be treated. To bear the seal of a true

Parmigiano Reggiano" cheese, the milk has to come from a strictly defined part of the region. The cows used can only be fed on specific products and graze on certain pastures. Total milk consumption was 1.5m tonnes last year, representing some 18 per cent of

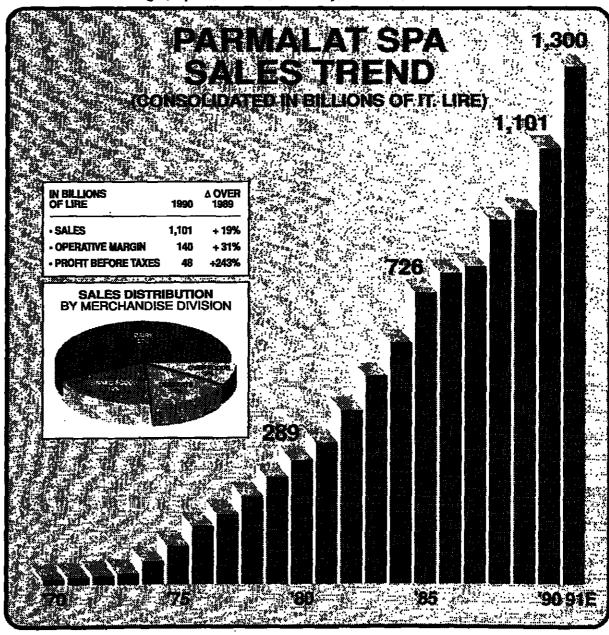
Italy's total milk production. Having such a thirsty neigh bour has proved a long-stand-ing problem for Parmalat. For the relative scarcity of dairy farming in Italian agriculture and the strong demands of the cheese industry mean that Parmalat has been increasingly obliged to look beyond regional, or even national, bor-ders for its basic raw material. With Italian milk production relatively limited, fleets of tankers now bring in supplies on a daily basis from as far afield as Bavaria and Nor-

mandy.

parmalat finanziaria spa

COMPANY CONTROLLING 75% OF

Parmalat S.p.A. and the companies which it controls represent one of the most important groups in the dairy-food sector in Italy and in many other countries, of which Brazil, Portugal, Spain, France, Germany, the USA, and the USSR.



THE GROUP IS MADE UP OF 33 COMPANIES. 25 FACTORIES, 4,500 EMPLOYEES, 200,000 SALES POINTS, 19 TRADE MARKS, 127 PRODUCTS.

Hornby, Great Danes Hotel, Hollingbourne, Maidstone,

Liberty, 214-220, Regent Street,

Liberty, 214-220, Regent Street, W., 12.00 London Finance & Inv., Honourable Artillery Co., Armoury House, City Road, E.C., 12.00 Owners Abroad, Farmers & Street, E.C., 10.30 RTZ, Ousen Etirabuth II Configence Centre, Broad Sanctuary, Westphister, S.W., 11.00 Recland, Philippers Hall, 1.

Redland, Ptelsterers Hall, 1. London Welf, E.C., 12:15 Rolork, Rotork House,

London Walf, E.C., 12 15
Robot, Robot House,
Brasenth, Sarn, 12 20
Secure Trust, Edmand House,
12 Newhall Street,
Straingham, 12 16
Super, Howard Hotel, Temple
Place, W.C., 12 00
World of Leather, World of
Leather, North Circular Road,
N.W., 12 00
BOARD MEETINGS.
Rinste
Alflow Streets Hose,
Alflow Streets Hose,
Alder Group

Aipine Group Bio-isoletes

Gerrard & National Storehouse Thames TV Whithread

Yorkshire Water Young Brewery Rolerime:

Acason & Huncheson

FREDAY MAY 24 COMPANY MESTINGS: Ash & Lacy, Botanical Gardens, Westpourne Ro Edghaston, Birmingham,

Edghaston, Birmingham, 12
Ashley (Lasra), Carno
Community Centre, Carno,
Powys, 10,30
Betacom, Unit 1, Ponders E
fnd. Est., Duck Lees Lens,
Enfield, Middb., 11,00
Boot (Heary), Baldwins
Omega, Brincille Hill,
Shellield, 12,00
Breadon, Breadon-on-the-H
Derby, 10,30

11.00

THE WEEK AHEAD

ECONOMICS

Scanning UK statistics for signs of recovery

SEVERAL UK statistics should attract attention this week, while there are plenty of releases to keep the markets up-to-date on the current intensity of inflationary pressures in

Germany and Japan.
Today's provisional retail sales figure for April should merit close scrutiny. The sharp 3.7 per cent rise in the March sales volumes was pumped up by a buying spree ahead of the budget increases in VAT and excise duties, which came into effect from April 1.

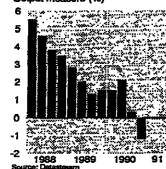
Analysts expect most of this rise to come out of the April number and for year-on-year volume levels to return to the negative.

Money supply figures could also give some tentative signs of an emerging recovery, with a small rise in the rate of growth of M0, which comprises most entirely notes and coins

in circulation.

The City is expecting a return to higher levels of lending after consumer credit's fall to a six-year low last week. Concern is emerging about the current account deficit, and, in particular, the evidence that the UK exporting performance has collapsed in the recession.

With sterling strong against the D-Mark, the possibilities of directing production to the D-Mark block countries are hamstrung; but the dollar's strength, together with US pulling out of recession, should GDP annual growth Output measure (%)



help to lift exports to the US out of their current trough.
On inflation, this week's figures are likely to support pre-dictions that inflation will be lower in all major G7 economies as a whole in 1991 in

annual average terms.

However, there is worry that this will be a statistical illusion with inflationary pressures set to revive - or stop abating in 1992 as the Anglo-Saxon economies move out of recession back to trend growth levels in gross domestic product. Other notable events and

statistics, with market fore-casts from MMS International, the financial research company in brackets, include: Today: UK, Confederation of British Industry/FT survey of distributive trades, provisional

Rachel Johnson

retail sales for April (down 3.2 per cent). Japan, industrial

production for March. Tomorrow: UK, London and

Scottish bankers provisional

monthly statement for April, provisional estimate of mone-

tary aggregates (M0 0.1 per cent, M4 0.9 per cent, M4 bank lending £3.1bn). France, indus-

trial production for March (down 0.5 per cent). US, Trea-sury budget for April (\$33bn).

Wednesday: UK, output based

gross domestic product, first quarter provisional (down 0.9 per cent). Canada, March retail

Thursday: US, durable goods orders for April (1.9 per cent),

auto sales till mid-May (5.8m)

Japan, leading series for March, large store sales for

April. UK, visible trade for

April (down £900m) current

Friday: France, first quarter GDP (down 0.1 per cent),

March unemployment (9.3 per cent). UK building society new

commitments for April (£3.1bn). Japan, workers per-

sonal consumption and expen-

During the week: Germany.

producer price index for April

import prices and preliminary

cost of living for May. Japan, wholesale price data and trade

balance 1-10 May. Median fore-casts from MMS international,

the finance research company.

account (down £400m),

sales (flat).

diture.

RESULTS DUE

British Airways is expected to report on Tuesday sharply lower earnings for its financial year ending in March, reflecting the severe slump in air travel caused by the Gulf war. The City is expecting pretax profits of around £150m £160m compared with profits of £345m for the previous finan-

cial year ending March 1990. The airline is expected to show particularly heavy losses in the final quarter of its latest financial year. This has raised the question whether BA will maintain its final dividend.

The market will also be looking for any new indications from BA on the timing of a recovery in traffic growth fol-lowing the Gulf war and recession-led slump. British Telecom is expected

to report on Thursday an increase in taxable profits from £2.6bn to more than £3bn for the year ended March. If not exactly recession proof, the company will show that it can weather a downturn in the economy better than most

manufacturing groups.
Interim results from Bass, the brewer and international hotels operator, on Wednesday will reflect the effects of the Gulf war and recession. After two recent warnings from the company of tough trading conditions, analysts forecast a 15 per cent decline in first half profits to between £205m and

Whithread is expected to report full year pre-tax profits on Thursday of around £285m, ahead by 9 per cent, after mod-est second half trading improvements in its pub and other retailing operations.

UK COMPANIES

TÓDAY COMPANY MEETINGS: ATA Selection, Saliabur se, London Wall, E.C., 12.00 Srent Chemicals, Past House Hotal, West Drayton, Middx., 3.30 Cannon Street Inva., St. Ismes Court Hotel, Buckingham Gate, S.W., 1200 Cantral & Sheerwood, Mirror Building, Holborn Circus, E.C., 11,00

Solitary, Poson's Circus, E.C., 11,00
Commercial Bank of London, Bankside House, 107-112, Leadenhall Street, E.C., 12,00
Henderson Highland Trust, 3, Pirabury Avenue, E.C., 12,30
Pendragon, Lund Pavilion, Derbystitre G.C.G., Notingham Road, Derby, 10,45
Rea Brothers, Great Eastern Hotal, Liverpool Street, E.C., 12,00
Roskel, Painters Hall, 9, Little Trinity Larke, E.C., 12,00
Savoy Hotel, Savoy Hotel, Strand, W.C., 12,00
Serii Cowells, Poat House, London Road, Ipswich, Suffolk, 12,00
Suntalgh, Hill Samuel Berk, 12,00

Sunleigh, HIII Semuel Bank, 100, Wood Street, E.C., 10.00 BOARD MEETINGS;

Finals: Associated British Foods Goldsmitts
Hails Homes & Gardens
Prowting
Stratton Inv. Trust Interime: F & C Eurotrust E TOMORROW COMPANY MEETING APV, Grocers Hall, Princes Street, E.C., 12.15 Astec (BSR), London Hilton

Astec (BSR), London Hilton, 22, Park Lane, W., 11.00
Cepare Inds., Stry Howard, 8, Baker Street, W., 12.00
Costain, Ironmongers Hall, Shaftesbury Place, Barbloan, E.C., 12.00
Fisons, London Hilton, 22, Park Lane, W., 11.00
Maccharisne (Clansman), Merchants House, 7, West George Street, Glasgow, 12.00
River & Mercantille American Cap. & Inc. Trust, New Connaught Rooms, Great Queen Street, W.C., 11.00

ETODAY
Ann Corp. 40cts,
Assoc. Brit. Ports 4.5p
Bankers Tst. Int. Cap. Gtd.
Fitg. Rate Sub. Nts. 1996 S168.75
Caterpiliar 30cts.
Doeflex 2.7p
Dolphin Packaging 2.8p
Dowdling & Mills 0.88p
Cruck 2.8p
Ensign Tst. 0.3p
Enterprise Oil 9p
Exchanger 12% 1998 8pc.
Golden Hope Plantations 3s

iste of Man Steam Packet 6p

Iste of Man Steam Packet 6p
Melville 1.Bp
Portugal (Rep of) 9% Ln. 2016
(Rep) 4½ pc.
Do. (Br) 4½ pc.
Sarwa Singapore Gtd. Fitg/
Fixed Rate Nts. 1998 £4205.59
Scholl 3.5p
Scourity Pacific 38cts.
Shell Transport 11.7p
Slough Ests. 6% Cv. 2ds. 2003
(Reg) 8pc.
Do. 5% Cv. Bds. 2003 6pc.
Tressury 2½ % I.L. 2003
£2.0521
Tressury 2½ % I.L. 2009

12.00 Singer & Friedlander, 21, New Street, Bishopagate, E.C., 12.50 Sloogh Estates, Salery Hotel, Strand, W.C., 12.00 Willis Corroon, 10, Trinky Square, E.C., 12.00 BOARD MEETINGS: Finals: SD-Scicon, Walderf Hotet, Aldwych, W.C., 12.00 TT Group, Tallow Chandlers HaR, 4, Daw Gate Hill, E.C., 12.15 Tobett & Britter, Suchers Hall, 42. Bertfertenen Clark

Pinets: Blacks Leisure Chamberlin & Hiji

and Securities Plymi Turkey Trust York Waterwood

Baggeridge Brick Dunedin Worldwid

THURSDAY MAY 25

mTHURSDAY MAY 20 COMPANY MEETINGS: Adds Converting Equipment, 4, Broadgets, E.C., 12.30 Baird (Wm.), Caledonian Hotel, Princes Street, Edinburgh,

Baird (Wm.), Caledonian House, Princes Street, Edinburgh, 17.00 Larlows, Chester Groswenor Hotel, Chester, 12.00 Bentrose, Stationers Half, Ave Maria Lane, E.C., 11.45 Billansn (J.), Shefineld Most House Hotel, Chesterfield Rapd South, Shefineld, 11.00 Boosey & Hawkes, Holiday Inn, Swiss Cottage, 128, King Henry's Road, N.W., 12.00 Bestrom, Stone Circle Road, Round Spinney, Northampton, 12.00

Bridgend, Cloisters Wood Country Club, Wood Lane, Street

Country Club, Wood Lane, Stammore, Middx., 12.00 Clayton, Son, Moor End Works, Horsiet, Leads, 2.00 Eurobumel, Westminster Central Hall, Storeys Gate, S.W. 3.30 F. & C.Pacific Inv. Trust, Exchange House, Primrose Street, E.C., 12.00 Folloss, Hysit Regency Hotel, 2, Bridge Street, Bismingham, 12.00

2.00 Gold & Base Metal Mines, Honourable Artillery Co., Amounty House, City Roed, E.C., 11.30

12.00

: .-

Hall, 87, Bartholomew Close, E.C., 10.00 Trade Indemnity, 12-34, Great Eastern Street, E.C., 12-00 Wiggins Teaps Appleton, The Brawery, Chievell Street, E.G., 11.08 BOARD MEETINGS: Finelet British Airways British American Film

Cook (Wirn.) (.H) ga

Young (H.)

If WEDNESDAY MAY 22
COMPANY MEETINGS:
Abbeycrest, St. Pauls House,
Park Squere, Leeds, 2.00
Anglia TV, Studio E, Magdalen
Street, Norwich, 12.00
British Dredging, Royal Hotet,
St. Mary Street, Cardis, 12.00
Clinton Cards, Crystal
Building, Langeton Road,
Loughton, Essent, 10.30
Denaitron Intl., Ironmongers
Hall, Aldersgate Street, Hall, Aldersgate Street, Barbican, E.C., 12.00 Fitch RS, Chartered So of Dasigners, 29, Sedlord Square, W.C., 11.00 Guardian Royal Exchange, Institute of Chartered ls, Moorgate Place, E.C. 12.00

E.C., 12.00
Metalrax, Plough & Harrow
Hotel, Hagley Road,
Edgbaston, Birmingham, 11.45
P.E. Intl., Savoy Hotel, Strand,
W.C., 12.00
Perkins Foods,
Barber-Surgeons Hall,
Monkwell Square, Wood
Street, E.C., 12.30
Povimethon Potteries, London
Road, Stoks-on-Trent, 2.30
Severiletd-Reve, Angel Inn.
Long Street, Topcliffe, Thirsk,

DIVIDEND & INTEREST PAYMENTS

European Inv. Bit. 10³c % La. 2004 (Reg) 5 ½ pc. (Illiette 15.5cts. Glaza 8.5p Local Authority 15³c % Bds. 2275/91 F.9402 MerriR Lynch 25cts. New Zeatand Fitg. Rate Nts. 1997 1159.26 P & O Did. 179 River & Mercantile Amer. Cap. River & Mercantile Amer. Cap. 22.0521
Weits Fargo Fitp, Rate Sub.
Nts. Feb. 1997 \$168.75
M TOMORROW
ASW 8p
Allied Irish Banka Und, Var.
Rate Nts. \$194.69
Boxmore Int. 4.4p
Brent Chems, 5.8p
Christiania Bank OG
Kreditusses Senior Fitp. Rate
Nts. 1995 \$327.92

River & Mercantile Amer. Cap. & Inc. Tet. 24p & Inc. Tet. 24p Sea Containers Scots. Standard Chartered Sub. Fitg. Rate Nts. 1996 £159.71 Nts. 1995 \$527.92 Comm. Bk. of Ldn. (Reg) 32.5p Comm. Bk. of Ldn. (Reg) 32.5p EW Fact 2.75p Henderson H*land Tat. 1.3125p Leeds Perm. Bldg. Society Fitg. Rate Nts. 1997 £318.42 Mallett 4p Pitterscried 2.5p Richards Group 2.75p Security Pacific Fitg. Rate Sub. Cap. Nts. 1997 \$180.07 Sumit 3.8p Tsky 1.29p Tokyo Elect. Power Fitg. Rate Nts. 1992 Y384315.0 Tressury 12¹2 % 2003/05 6¹4 pc.

CLS746 Unilever 13.39 Woolwich Bidg. Society Fitg. Rate Ln. Naz. 1995 (220.03 E THURSDAY MAY 23 64 pc. B WEDNESDAY MAY 22 Air London Inti. 1.4p
Brooks Service 3.51p
Christies Inti. 6p
Conversion 1014 % 1999 61spc.
Although the Banks Undeted

Fitg. Rate Nts. \$414.79
ASSOC. Fisheries By
Brent Walker 1st Cm. Cv. Rd.
Pl. 6.5p
Clayton, Son 9.3p
Commerchank Overseas Fin.
Fitg. Rate Also and Sec. Contractbank Overseas Fin. Fitg. Rate Nts. 1995 \$502.78 Dauphin 3.4p Emess 2.2p Ericsson (LM B SKr3.5 Mandiag Machine Fin. dley-Walker 5p dariane (Classific

Norsk Hydro NKr4.25 Peridne Foods 2.3p Parimetrion Potterles 5.1p Rate Nts. 1998 2:59.71
Stn Life 33.65p
TSB Ottshore Inv. Fd. Ptg. Rd.
Pf. (Gilt & Hixed Int. Class) 3p
Do. (Intl. Bd. Class) 5.1p
Do. (Intl. Bd. Class) 5.1p
Do. (Intl. Squity Class) 1.3p
TSB Offshore Inv. Fd. Ptg. Rd.
Pf. (Starl. Deposit Class) 3.2p
Do. (Blue Chip & Gift Edged
Class) 1.67p
Tressury 14% 1998/2001 7pc.
Tressury 2½% 11. Cv. 1999
£1.3748

Portmetrion Poteries 5. Tp
Pressac 2.75p
Singer & Friedlander 1.5p
Steel Burritt Jones 3.25p
Sunderland (Borough et)
11-k, % Rd. 2008 5-7 pc.
Treasury 13-k, % Ln. 1993
6-7 pc.
Trinidad & Tobago 12-k, % Ln.
2009 (Reg) 6-1 pc.
Do. (Br) 5-1 pc.
WFREDAY MAY 24
Barratt Devs. 3.21p BFREDAY MAY 20 Barratt Devs. 3.21p Barry Webmiller 2.4p Boot (Henry) 18p Breedon 2.85p Clondalkin 2.484p Canastri Valley 5.5p

Bridger, Savoy Hotel, Strand, W.C., 12:00 W.C., 17 30

Bund, Towar Trissis Passi,
St. Keshirinas Way, E.G.
12.00

Burosaud, 12 Hackley Court,
Hockley Hants, Soshor, W.
Midsands, 12:00

Chy & Coempanish Inv. Brud,
11, Devonshire Square, E.G.
12:00

Coolson, Physianes Hall, Ont.
Lame, E.C., 12:00

Dismongroup, Detamated Prifer,
Tonginell, Sitton Keyster, 12:00

Hunting, 3, Cockleys Break,
S.W., 93:30

Inchrappe, La Meridian Holes,
Sauthand Altport, 18:00

House, London Podd,
Narthucki, Chapthre, 18:08

Polymark, Dutan Court, 18:09

House, London Podd,
Narthucki, Chapthre, 18:09

Folymark, Dutan Court, 18:09

Senior Engineering, Glaziera

Hati, 9, Montague Close,
London Bridge, 8 5., 12:30

Shorco, Hitton test, Hotel,
Neulles Street, Leads, 12:00

Ward Group, Royel York Hotel,
York, 12:00

Wallon (Cormotity),
Horthumpton Mosti House,
Northumpton Meternica,
Castinge
Castinge
Castinge
Castinge

Eaton Corp. 55cts. F & C Pacific Inv. 7st. 1.35p Fairingven Intl. 0.2cts

Fairhaven Intl. 12 22ta Gregga Sp Hornby Sp Iceland Frozen Foods 4.9p Leports 11.4p Lloyds Eurofinance God. Fitg. Rate Ma. 1998 \$156.42 Looks 1.15 Memec 5 35p Midland Bank 1.7p Minerale Culs & Res. 18cts. Attnerafa Chis & Fies. 18cts. Molina Bp
Molina Bp
Murray Vendures 3.4p
Murray Vendures 3.4p
Genera Abroad 2.075p
Page (Michael) 1.2p
Richardsons Westgarth 1.55p
Royal Benk of Canada 20cts
Sherwood Group 5.3p
Tibbet & British 6.3p
UDO 1.62p
UDI 1.62p
UNISP 1.8p
Wassell 1.8p
Witten Ecenter 5.9p Wilson Bowsen 5.90 # SATURDAY MAY 25 Minum Go of America

Salley (Ben) Construction 0.3p

·高麗 1984

PARLIAMENTARY DIARY

TODAY
Commons: Debate on "next steps"
in the Civil Service. Motion on EC
document on energy. Opposed private
business from 7pm.
Lords: Criminal Justice Bill, report.
Arms Control and Disarmament
(generations) Bill committee Arms Control and Dissurmament (Inspections) Bill, committee.
Registered Homes (Amendment) Bill, second reading. Question to government on policy over mobile telephone development.
Select Committee: Public Accounts – subject, NHS supplies. Witness: Mr Duncan Nichal, chief executive, NHS management (Room 15, 4,30pm).

TOMORROW
Commons: Consideration of Lords.

Lords: Criminal Justice Bill, report. Criminal Procedures (Insanity and Unfilmess to Pleed) Bill, second reading. Wildlife and Countryside

and Health — subject, financing of private nursing homes. Witnesses: Association of Metropolitan Authorities; Association of County Councils; National Association of Health Authorities and Trusts (Room 21, 10.15am). nbers' Interests - subject,

Registration and Declarations. Witness: Stanley Orme MP (Room 15, 4.45pm).

WEDNESDAY a WEDNESDAY
Commons: New Roads and Street
Works Bill, remaining steges. Motion
on MPs' resettlement grant,
Lords: Debate on fixed term
Parliaments, Debate on neglect in
the inner cities. Radioactive Meterial
(Road Transport) Bill, second reading.
Cuestion to government on help for
the deaf.
Select Committees: Health — subject,
NHS trusts. Witnesses: Bradford
Hospital's Trust and the Guy's and
Lewisham Trust: William Waldegrave
MP, Health Secretary, and Duncan
Nichol, chief executive NHS

management (Grand Committee Room Westminster Half, 10.30am). Environment — subject, Eco-labelling. Witnesses: Environment department officials (Room 21, 10,45am). Trade and Industry — subject, takeovers and mergers. Witnesses: Edward Walker-Arnott of Herbert Smith: Stephen Half of Erret 2 Youngt. Smith; Stephen Hall of Ernst & Young; John Nelson of Lazards (Room 15, 10.45am).

ogun), nnce — subject, implications of ration Granby for future defence sirements. Witness: Air Vice shall Bill Wratten (Room 16, 10.50em).
Energy – subject, clean coal technology. Witness: Energy Secretary John Wakeham MP (Floom 8, 11am). Health – subject, maternity services. Witnesses: Maternity Alliance; Health Education of the subject witnesses: Maternity Alliance; Health Education of the subject witnesses: Maternity Alliance; Health Education of the subject witnesses:

Public Accounts — subject, management of Information technolog security in government departments. Witnesses: Tressury officials

(Room 16, 4.15pm). Home Affairs — subject, finance of greyhound racing. Witnesses: NGRC, BGRE, Promoter's Association; Greyhound Trainers Association (Room 8, 4.30pm).
Treasury and Civit Service — subject, international Monetary Arrangements.
Witnesses: Treasury officials (Room SUMM). THURSDAY

adjournment. Lords: Debate on science and lachnology committee report of aclence budget and research programmes. Atomic Weapons lishments Bill, second rea nmittee on Opposed Private Bill: land Metro (No 2) bill (Room 6,

TRADE FAIRS, EXHIBITIONS & CONFERENCES

CD-ROM EUROPE 91. Conference

Platforms and applications for CD-ROM, CD-ROM XA, CD-I, DVI Technology, and CDTV in business Novotel, Flammersmith, London, Contact: Agestream. Tel: 0733 60535, Pax: 0733 345522.

LONDON

MAY 30 European Monetary Union in a Turbulent World Romonay Convened by The Assoc for Monetary

Union of Europe (AMUE) and The Royal Institute of International Affairs (RIIA). Speakers include: Norman Lamont MP, Karl Otto Pühl, Sir Leon Brittan QC, Giovanni Agnelli and Michael Camdessus. The Grosvenor House Hotel Enquiries RIIA Conferences: Tel: 071 930 2233;

LONDON

MAY 30

Fax 071-839 3593

Doing Business in Kuwakt: The Legal Aspects.
A one-day briefing organised in ion with the City-Kuwait Group. A thorough analysis of the Kuwait legal ent as it relates to exporting, provision of services and working on projects in Kuwait, Contact: uagement Consultants

Ltd. Tel: 0483 740 730, Fax: 0483 740 LONDON

JUNE 3 THE RECONSTRUCTION OF

Kuwaiti coutracts. insure and manage Kuwait contracts. Speakers: the DTL The British Task Force for Kuwait, lawyers, bankers and struction professionals with local Metcalf, IBC pic Tel: 071 236 4080

LONDON

LONDON

JUNE 3-4 EMERGING EUROPEAN BOND MARKETS

The rise of Mediterratean and Germa Substitute Bonds. The Forum Hotel, London, For further information please contact Clare Lewer, Business Research tional, on 071-637 4383 x4093

LONDON

JUNE 6 JORDANS COMPANY LAW CONFERENCE: The Company in Financial Difficulties. For prof advisers to companies, directors and lenders. Practical solutions to problems created by the recession, inch directors' personal liability, security and enforcement, receivership and tration. Contact: Conference Department, Jordans. Tel: 0272 230600

JUNE 7

European Manufacturing Forum: grating Product, Process and ple for Global Advantage. At this conference, delegates can draw on the experiences of European, Japanese and American m ies on how integrating operations could be the key to fighting ion, survival and growth. Contact The Economist Confer-Unit. Tel: 071 976 6565. LONDON

JUNE 11-12. scription Television - the growing force in Europe Queen Elizabeth II Conference Centre, Parliment Square, London. The seventh in a successful series of sumual ces in the cable and satellise field - focusing for the first time on the future of subscription television in Europe. Contact: Jacqueline Wilson, Bienheim Exhibitions & Conferences

LONDON

JUNE 11-12 EFFECTIVE CORPORATE PLANNING & CONTROL aging in a Recea This seminar is designed for all executives responsible for taking strategic corporate decisions on ng and financial control. ish Hotel, London, Contact; Anne McClean, Mar Tel: (0483) 570099.

Lud. - 081 868 4466.

LONDON

JUNE 11&12 Aerospace and Com in a Rapidly Changing World Royal Monceau Hotel, Paris on. Tel: 071 925 2323 Fax: 071-925 2125

LONDON

JUNE 12-13 EIS '91 - Fourth Amunal Executive ion Systems Conference and Essential for EIS sponsors, developers

and managers, featuring top US and Euro speakers, live demos and a comprehensive exhibition. Contact: comprehensive exhibition. Contact: Business Intelligence. Tel: 081 944 1591, Fax: 081 944 0332 **OLYMPIA LONDON**

JUNE 13-15 Energy, Environment and Eco The Wealth of Nations 1991 The second in the international serie importance for the world's econ

launched in 1990, with an arounda of high future, major sponsors and amhorizative speakers from across the spectrum. Contact Gillian Shaw, World Business Forum Ltd. Tel: 031 225 6979 Fax: 031 220 1353

EDINBURGH

JUNE 14 THE ROLE OF LT. Clinicisms Conference Royal College of Obstetricisms and Gynaecologists, London NW1, 10am 1.15pm, Contact Wendy Quinn, ICI. UK. Tel: 061 833 9111,

LONDON

JUNE 18-19 EURO PRICING-THE TRANSPARENCY DIRECTIVE This conference will address the future pharmacentical pricing environment in Europe and the Commission's proposals to follow up the Transparency Directive The Royal Society of Medic Contact: Anne McClean, Manage

Forum Tel: (0483) 570099. LONDON

JUNE 18-20 ILDM ANNUAL LOGISTICS Logistic Challenges of the New Market, 23 distinguished speaks Choice of topics; Major exhibition.

Metropole Hotel, Birmingham. Const.

Lyune McGrath. Tel: 0536 205500.

NEC BIRMINGHAM JUNE 19

KNOW YOUR JUNGLE - BASIC ESSENTIALS OF COMPETITION intelligence & analysis Excelsion Hotel, Heathrow. Contact Patricia Domard EMP Consultants

Tel: 071-487 5665 LONDON

JUNE 20 DOING BUSINESS IN FRANCE rehenzive guide to corporate strategy, Sponsored by; Coopers & Lybrand Europe Carre Orban & Partners & Slaughter and May, Covering the strategic, legal, M&A, acco nting and personnel differences when compared the UK. Contact FIBEX. Tel: 071-489

JUNE 21 VAT ON PROPERTY New Problems. How to Solve Them. Café Royal, London W1. £275+VAT. Contact: Nova Herbert, Henry Stewart Conference Studies, Tel: 071 935 2382, LONDON

CONFERENCES

JUNE 26 IT CHOICES A managers survival spice for the 90's This one day conference will give a tforward perspective of the burning issues facing IT professions today. Connect: Lucinda Tosh, IBC Technical Serv Telephone: 071 236 4080

LONDON

JUNE 26-28

INTRODUCTION TO OIL INDUSTRY OPERATIONS COURSE General introductory course to the upstream and downstream activities of the all industry. Contact: Caroline Little, The Institute of Petroleum Tel: 071 636 1004 LONDON

JULY 1 Corporate Restructuring: Organising For Market Advantage. Participants at this conference will be given an opportuni to listen to the key issues involved in ring and share

experiences with corporations who is reorganised themselves or are in the cess of organising for market antage. Contact The Economist nce Unit. Tel: 071 976 6565 LONDON

JULY 1-3 INTRODUCTION TO PETROLEUM ECONOMICS COURSE

Course designed to provide a coocise and informed introduction to petroleum economics - structure of the oil industry, the secondities of oil and the working of the principal oil markets. Connect: Caroline Lintle, The Institute of Petroleum

Tel: 071 636 1004 LONDON

JULY 2&3 North Sea Oil & Gas Organisation, Tel: 071 925 2323 LONDON

JULY 4-5 INTERNATIONAL EQUITY DERIVATIVES- National Value and the Importance of Equity Derivatives in Risk Manageme Gloucester Hotel, Landon, For further information please contact Christine ess Research Internation on 071-637 4383 x4049.

LONDON

JULY 9&10 European Business Market Enquiries: Financial Times Confe on. Tel: 071 925 2323 Pax: 071-925 2125

LONDON

JULY 18 DOING BUSINESS IN SPAIN A comprehensive guide to corporate strategy. Sponsored by: Coopers & Lybund Europe. Covering the strategi legal, M&A, accounting and personnel differences when compared to the UK. Counce FiBEX. Tel: 071-489 9944.

LONDON **EXHIBITION**

JUNE 4-6 NETWORKS '91 - THE BEST NETWORKS SHOW. Total business solutions at the UK's only all area networking event. The Networks 91 Exhibition and Conferen gives you the opportunity to find out what's going on at the sharp end of

Contact Lynne Davey, Blenheim Online 081 868 4466 NEC. BIRMINGHAM

JUNE 11-13 Software Tools 91 - The UKs only event for software solutions. Wembley Conference & Exhibiton Centre, Loadon Designed to meet the specific needs of nagement and technical personnel this is the only event for software writers, designers, users, approvers, managers and justifiers. Contact Lyme Davey, Blenheim - 081

JUNE 17-18 THE CORPORATE CREDIT MANAGEMENT EXHIBITION. Institute of Directors. An unrivalled apanies with expertise in corporate of management. Free entry. Contact: Janet Lloyd, Profex. Tel: 081 954 9546

LONDON

LONDON

JUNE 18-20 The Rospa International Safety & Health Exhibition & Congress.

Manufacturers and Distributors e products and services for safety. mental health, occupati health and hygiene and medical technology, at the largest armual safety exhibition in Europe, Contact: Hazel Kirby, Centre Exhibitions. Tel: 021 780 4141 Ext 2665. Fax: 021 780 2518 NEC BIRMINGHAM **JUNE 25-27** MULTIMEDIA - The First Enropeas Multimedia Event. Olympia 2, Londou. A time day event which ares the first coefer exhibition to focus on the MARKET ies. Multimedia provides an

exhibition and applications gallery where you can see multimedia in ac Contact: Lynne Davey, Blenheim -081 868 4466. LONDON

in in action

OVERSEAS

JUNE 11-12 TELECOMMUNICATIONS & THE NEW EUROPE - 3rd Interus Conference on Telecomm Conference on reaccommunications
Policy and Regulations. Speakers
include Dr Christian Schwarz
Schilling, Minister, William McGowan,
Chainman, MCI, Dr Vertwayen,
Executive President, PTT Telecom BV. Juliet Coe, IBC, Tel: 071 236 4080

JUNE 17-18 THE USE OF INTERNATIONAL FINANCE CENTRES AND TAX HAVENS IN GLORAL TAX PLANNING STRATEGIES The Sixth Annual Conference which has established uself as one of the foremost conferenced in Europe on this sunject. Contact Samb Avian, Tel: 071 236 4080,

GENEVA

JUNE 17&18 EUROTRUSTS The New Estate Planning Vehicles
The Fifth Annual Conference on the Use of Transcontinental Trusts and Thear Underlying Companies in International and Estate Planning. Connet Sarah Avian. Tel: 071 236 4080.

JUNE 17-19 Roundtable With The Government Of Ireland, Business International has organised an opportunity for senior business exects to meet Ireland's key decision makers, including PM Charles Haughey and his key cabinet ministers, Delegates are advised to register a.s.e.p. to guarantee participation in this unique event. Contact: Jackie Murphy, Business

rional Tel; 071 493 6711

JUNE 21

Pax: 071 409 3296.

FRANCE MEANS BUSINESS informative one-day seminar in English covering the main aspects of investing and doing business in France, organ jointly by the Franco-British and Paris Chambers of Commerce. Speakers will include the French Minister for Industry, senior government officials and British and Prouch managers working in Prance. Tel: (1) 45 05 13 08 Fax: (1)45 53 0287

FINANCIAL TIMES CONFERENCES

NORTH SEA OIL & GAS

LONDON, 2 & 3 JULY, 1991

Speakers include: Dr Christopher Fay Shell UK Exploration and Production

Texaco Europe Dr Thorleif Enger Norsk Hydro a.s.

Mr Peter Biiur

Mr Egil Sael Statoil Exploration and Production

Mr John E d'Ancona

Offshore Supplies Office Mr Robert De Bauw Commission of the European Communities

Dr J (Pino) ter Gast **NV Nederlandse Gasunie** Mr Ron Probert

British Gas pic Professor Alexander G Kemp University of Aberdeen

Mr Ronald Custis Energy Industries Council

Mr Peter Gaffney Gaffney, Cline & Associates Ltd Mr Peter H Steen

Ministry of Energy, Denmark Sir Philip Jones CB Total Oil Marine plc

in association with

Mr Chris Greentree LASMO pic

NORTH SEA LETTER and

EUROPEAN OFFSHORE NEWS For information please return this advartisement, together with your business card, to: Financial Times Conference Organisation

-

122 1/ ***=** - 1

Α.

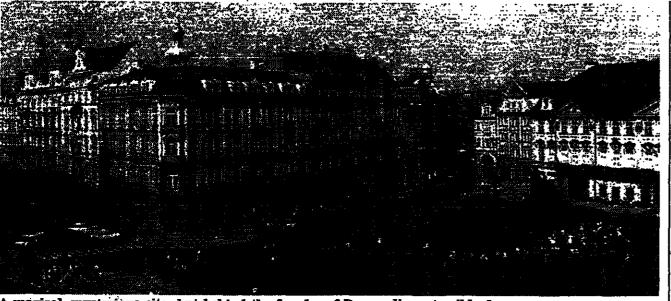
126 Jermyn Street, London SWry 40J Atternatively, Telephone: 071-925 2323 Teles: 27347 FTCONF G Fax: 071-925-2125

To advertise in this section please call Mark Hall-Smith on 071-873 3580

A 44

11 m

 $c:=\iota_{\tau_{1}}$



A magical, mysterious city: but behind the facades of Prague lies a terrible decay

Another spring in Prague

Colin Amery opines gentle care, not roaring redevelopment

Prague spring. Earlier this month President Havel's trumpeters played from the high windows of Prague Castle to welcome, not just the Prince and Princess of Wales, but also the delegates to the European Forum of the World Monuments Fund and a huge gathering of inter-national business leaders. Czechoslovakia is miraculously poised to recover from 40 years of repressive communism. The new government is ready to turn the spring into summer — but it needs international help to ensure a creative and distinctively Czechoslovakian

flowering.
The World Monuments Fund (sponsored by the Samuel H. Kress Foundation) deliberately coincided its conference with the Prince of Wales's Business Leaders Forum in order to discuss the crucial subject of historic architecture as a resource for development. The combination of "history" and "development" may have an ominous ring but it identifies an area that will undoubtedly be a substantial resource for the future.

Papers read at a conference and the catalytic effect of international meetings obviously have their uses, but the most moving and powerful-influ-ences are the Czech monu-ments and buildings themselves. It is their treatment that will determine the quality of life for both natives and tourists in the future.

The cultural fabric of Czechoslovakia has a rare density that is curiously enhanced by long years of neglect. There can be no doubt that visitors lowed the second Vatican be no doubt that visitors lowed the second Vatican are of such beauty and

with a sensitivity to the gentle movements of history and a penchant for the picturesque qualities of decay should pay long visits to Czechoslovakia now. Prague's historic centre enjoys elaborate protection but it is bound to change. The prophetic vision of Libusa (the pri-meval "mother" of Rohemia) – "I see a city whose glory will reach the stars" – has already been fulfilled. What can match the present view of Prague from the Charles Bridge? By day it has sustained the vision of a city with real countryside on its edges in the shape of wooded hills. By night the absence of sodium orange

lighting and advertising signs preserves the childlike sense of a magic city — a place of safety and mysterious But behind the facades of Prague lies terrible decay. Great palaces of superb architectural quality are empty or used for storage. The Fischer von Kriach Clam Gallas palace in the centre of the old city houses archives in rooms where the silk hangs from the walls in fatters and ancient coal stoves pollute the air. The need to upgrade both housing and hotels will change the nature of the historic cer Perhaps the worst threat is the car, which is wonderfully

absent in parts of the You can enjoy complete silence in parts of Prague. There are still chestnut trees by the river and swans nesting in riverside gardens. Prague's

guilt of people trying to sell a house. I gave him the benefit

of the doubt for his No One

council. Altars have been left where they belong and there is a complete lack of the visual clutter of notice boards, souvenir stalls and coffee bars that so diminish the significance of many Anglican churches. May God preserve Czechoslovakia from Soundguides, son et lumière, shops, theme parks, MacDonalds and Disneyland in

all its forms. There is already a visible danger to be seen in the poor quality of the new hotels being built on the outskirts of the old city centre. The Atrium Hotel is quite simply horrendously ugly while The Diplomat may be comfortable but it offers nothing to the architectural patrimony of this city. No one doubts that the city needs more hotel beds and better food and service, but why rush ahead to build modern monster hotels when there is time to sew hotel rooms gently into the historic fabric?

the uncertainty over I many ownership issues in Prague probably means that the city can be saved from an insensitive capitalist blitz. Gradually a sense of the extraordinary value of the patrimony is growing and I sensed a certain Czech caution when officials were brought face to face with fat, cigar-waving capitalists. Gentle care will produce more lasting benefits than roaring redevelopment. In the countryside Czecho-

slovakia is full of neglected and unknown wonders. I have

The Baroque country house reaches its apogée in Bohemia — some are restored and open to the public. Many will be the subject of the complex restitution loss with a silent form. tion laws which will allow families to claim back properties confiscated by the communist regime since 1948. If families do not claim – and you have to have Czech nationality – the government is considering auctions allowing Czech nationals the first refusal. Will there be a rash of hotel conversions, conference cen-

romance that I hesitate to draw attention to them at all.

tres and flats? There is no state money for the establishment of posadas or paradores on the Portuguese or Spanish models. Plans are afoot for an English effort to list and catalogue the country houses to establish a system of priorities and to begin to deal with the difficult question of furnishings and contents which are already in museums and galleries. Families have some restitution rights over these treasures too, and European salerooms are actively snooping around to

secure significant sales. Czechoslovakia has the chance to adopt a gradual and careful aesthetic plan for the maintenance and re-use of its historic patrimony. It must be able to learn from the mistakes and successes of other western European countries. The restitution of land remains an almost insoluble problem after decades of collectivisation and in many ways land is the key to the future planning and flowering of this remarkable country Spring has arrived but there is work to do to ensure a careful harvest.

Timon of Athens

off.)

Stephen Oliver (b. 1950), whose two-act Timon of Athens was given its first performance by English National Opera last Friday, is a composer of mmense experience, above all in the theatre. His work-list, which is already of 18th-century length and variety, numbers more than 40 operas as well as the West End musical Blondel and much music for plays and films.

Oliver makes his own librettos; this should come as no surprise, since he is also a wordsmith of enviable fluency (regular listeners to Radio 4's Stop the Week always prize his contributions, as much for cul-tivated breadth as for glancing merry wit). He is a practical composer, trusted by performers, who has demonstrated that he lives in the real, rather than an idealised, world of theatre.

So the questions one poses about *Timon*, an inert mass of undramatic notions ill-realised for the lyric stage, must inevi-tably belong to the realm of autopsy. How on earth could this composer have given us this opera? And why on earth did he want to? Nothing that pit of the Coliseum explains why Oliver should have chosen to adapt the play – "the bitter-est and most negative of all Shakespeare's tragedies", according to the New Penguin Shakespeare Timon editor –

for operatic purposes. On the simplest level, I fear, his music adds nothing to its experience, and at times seems positively to obfuscate our understanding of it. (The change to the ending seems entirely unprepared for by ear-lier events and characterisations: Timon snatches Alcibiades's knife to kill himself, botches it, and in an act of charity Alcibiades finishes him

There is already a large body of Shakespeare-adapted operas of which the same can be said - Reimann's Lear, which ENO were performing earlier in the season, is one of them, although unlike this Timon it gives off a superficial theatrical energy by belabouring the audience's ears with ferocious outbursts of sound-assault. It's sad, though, and indeed sur-prising that Oliver has all too evidently failed to learn from

the mistakes of others. This is by no means the most *inept* new opera ENO have mounted. The cutting-down and conflation of characters shows some skill; so too the balancing of solo and ensemble voices (of particular relevance in the first act, which closes on Timon's banquet of stones), and the assort-

But there is, for most of the ime, a sore lack of variety in Oliver's musical language. It's specially odd that he should frame so much of his argument in that all-too-familiar post-Bergian non-tonality, clothed in percussive gestures and sometimes nodding in the direction of the more lapidary

prano servants.

ment of vocal styles for an all-

male cast with the soprano-reg-

ister contrast of two boy-so-

particular kind of post-war modernism. The moments of relief

Tippett, that now reeks of a

which come with the music for the jester Apemantus (attrac-tive unison lines, decorative in scoring) and later for the quar-tet of faithful servants (Bach-like in chorale shape, with sug-gestions of a consort of viols in the accompaniment) serve to point up the startling anonymous greyness, in vocal and instrumental sound, of the main musical text. Given all

this, and the painfully slow gait of the second act, the impression is of a short opera (two hours 40 minutes with interval) that is agonisingly long, and becalmed in direction and purpose.

The history of opera is littered with critical pronouncements of first-night disaster subsequently and trium-phantly reversed. I shall temper the finality of my disappointment with Oliver's Timon by wondering whether a more helpful production in a more intimate theatre might not reveal qualities so effectively hidden on Friday.

It was not a performance to give much cheer to believers of word-audibility. Was this the composer's fault, the conductor's (Graeme Jenkins), or the fact that the stage design (a lact that the stage design (a lowering grey box of South Bank-style concrete surface) by Chris Dyer appeared to send words and vocal tone straight dress production could be cate-gorised, unkindly, as being in Graham Vick's "hair-shirt" mode: no frills, no concessions to pleasure, and a few strokes of inspiration along the way.

The evening's saving grace was the tireless devotion of the large cast, headed by Monte Jaffe (a generously unsparing Timon), Gregory Yurisich (a fiery Alcibiades), and Keith Latham (Apemantus), with notable smaller contributions from Nicholas Folwell, Geoff-rey Pogson, and Quentin Hayes. But what a Lenten entertainment: and, from this

Max Loppert



Monte Jaffe (left) and Geoffrey Pogson

light-fingered delicacy in the

finale from both players. None of it was underpowered; the

sonata was perfectly poised between classical restraint and

The previous weekend Ms Pires had given a solo recital

which affirmed the same ster-ling qualities in her playing, her fastidious attention to

detail and imaginative control of phrase length and rubato.

Her programme contained just a single miscalculation. It was a mistake, surely, to end a pro-

gramme of sonatas by Bee-

thoven and Mozart with Debus-

sy's Pour le Piono, especially in a performance such as this which, for all the grave beauty of its Sarabande, couched the sonorities very much in mid

romantic impulsiveness.

& Pires

QUEEN ELIZABETH HALL

The virtues of Augustin Dumay and Maria Joao Pires are well matched: Dumay's aristocratic, immaculate violin playing fits nicely with Pires's thoughtful, unassertive keyboard command. In parts of the soard command. In parts of the sonata literature - Prokofiev or Bartók, say - their refreshing lack of aggrandisement might have been less appropriate, but in a memorable programme of Brahms, Mozart and Bartherms et the Fliesbeth and Beethoven at the Elizabeth Hall on Saturday the partner-ship was perfectly at home. Dumay's silvery, intimate tone belies his large physical presence; he towered over Ms Pires; yet matched her feats of articulation - nimble, quick-witted figuration, eloown serene command. His playing is finished in the best sense of the word: every phrase has a purpose, a beginning, middle and end, so that the first movement of Brahms D minor Violin Sonata could be built in a ceries of finely med. built in a series of finely modelled curves, and the dovetailing of the instruments, tonal power exactly matched, was delight throughout the work. In Mozart's B flat Violin Sonata K.378 Pires's supreme

partners; a magical shaping of

each variation in the second

Debussy were being filtered through the sensibility of Schumann and a tiny piece of that composer added as encore suggested that Pires would be fascinating in such repertory. Everyone would surely have gone home satisfied after her versions of Beethoven's On 31 no.2, its first movement a tantalising haze of atmospheric pedal and gradually clearing textures, and Op 109, with assurance led the way, and Dumay's willingness to be led, keeping his playing free from attention-seeking gestures and never over-egging his treatments of the melodies, was unaffected eloquence and a joy-ous outpouring of energy for the scherzo, together with Moz-art's K.330 in C and K.333 in B flat. As in her recital with Dumay, Ms Pires's instinctive unfolding of Mozart was staradmirable. In the Kreutzer Sonata the situation was reversed, yet even here Dumay avoided unnecessary clamour. There was no stand and deliver thing, just because of its faultless judgement; every ele-ment of her playing, its weight and range of colour, choice of tempi and dynamics, was faultvirtuosity in the opening movement, just a marvellous inter-change of ideas between the less, and the product of musi-cianship of the very highest

Bach's B Minor Mass

SYMPHONY HALL BIRMINGKAM

The new Symphony Hall in Birmingham was designed with the valuable facility to modify its acoustics. The opening concerts, well received, were reserved for a full-size orchestra and, now that the echoes of those have died away, it seemed a good idea to go back and see what the hall would make of something quite

different.

As well as providing a home for the City of Birmingham Symphony Orchestra, the hall will play host to visiting performers. On Friday it wel-comed the Academy of Ancient Music under Christopher Hogwood, who gave Bach's B Minor Mass. There were just under 40 in the chorus, so this was not a performance which followed recent research in playing the Bach "choral" works one to a part; but the scale felt right for the size of the hall.

One of the most intriguing features in Symphony Hall's design is the large doors in the upper part of the auditorium, which lead to resonating chambers behind. They were almost all open for this concert, lengthening the reverberation time. From my seat the choral sound was given an attractive bloom, though it did seem strange that the choir should sound quite far away, when the soloists at the front of the stage were so immediate.

How far Hogwood had either the time or the opportunity to take all of this into account I do not know. The need to project the music to an audience of Andrew Clements 2,000 (the hall was well filled) will clearly have ruled out the

sort of intimacy that Joshua Rifkin and Andrew Parrott have brought to the Mass, when it is sung and played by a mere handful of performers. But Hogwood found a judicious balance between public and private emotions. Incidentally, with a nod in

the direction of Rifkin's findings, the "Cruciflxus" was assigned to the solo voices not a success in practice, as the quartet, led by Lynne Dawson's vibrant soprano, sang it very much as four soloists, dispelling the sense of inward concentration built up in the preceding movements.

had much to recommend it. Dawson and Emma Kirkby made a nicely contrasted pair of sopranos. John Mark Ainsley sang an expressive "Bene-dictus"; and while neither the counter-tenor James Bowman nor the bass David Thomas enjoys an ideal ease of voice production these days, both know their way around the music. The Academy of Ancient Music Chorus for its part made light work of its duties.

Under Hogwood's direction the performance was fluent and dance-like, without the need to hit heavily down on first beats, as Leonhardt or Harnoncourt is apt to do: a sensible compromise, as in other areas. What, I wonder, would Bach have done with the B Minor Mass, if he had performed it in a venue as big and as splendid as Birmingham's Symphony Hall?

Richard Fairman

g wag in the 186

ក្នុះជាជ

Electronic State (Section 1997)

ander G Kens

)474. av

Gast

36 y

\$. 5

机二甲基

γ = ²² γ ' γ '

The state of the s

PARTY OF SERVICE

Section of the sectio

'H SE! Getting Attention

ROYAL COURT THEATRE UPSTAIRS

If you are fed on a diet of the classics — as the London theatre critic now tends to be said for his Dealing with Clair which dealt with the sense of it is possible that one approaches such new work as is around with unduly high standards. I doubt if I would have judged *The Philanthropist* so harshly the other day if I hadn't recently been seeing Shakespeare, Molière and

On the other hand, perhaps we have been too kind to playwrights like Martin Crimp all along. It is hard to imagin a more excruciatingly awful piece than his Getting Attention, at the Royal Court Theatre Upstairs. Crimp is a derivative of Harold Pinter short sentences

Sees the Video — about the alleged hypocrisy behind market research — at the Theatre Upstairs last November. And, to be fair, Getting Attention is not his latest work. Written in 1967, it has only begun to emerge on stage. It has the excuse of immaturity, and needs

The piece involves a social worker, though it is unclear whether it is an attack on the said worker's negligence or on society for requiring social workers in the first place. The punctuated by pauses, with violence in the background. action takes place in and

around a block of council housing in south London. There is a lot of repetitive swearing and repressed sex.

Possibly the piece is criticising the local council for insensitivity in housing allocation. Perhaps it is about childlessness and child sex abuse. Certainly a child is killed by its common law step-father who gives it a bath too hot ostensibly because he cannot bear the child being dirty. (Mercifully, that scene takes place off-stage). The neighbours look on. One of them has had his own children removed by a social worker.
The social worker in the play, who seems a nice girl full of good intentions, does not press her inquiries to demanding to

see the child.

In the back of my mind : have the impression that I read the story in the news pages of The Guardian some time ago. Nothing wrong with that. But this is meant to be a play. What, one may ask, are two white youths doing two white youths doing dressed as black monkeys at the start? Why does the common law step-father himself take to a monkey mask; a white one, as it happens? Why indeed anything? Getting Attention might just about make it as a quasi-documentary social case history on the small screen. Why anyone should be expected to pay to see it on stage is beyond me. It is directed by Jude Kelly.

Malcolm Rutherford | movement, and figuration of

INTERNATIONAL & EXHIBITIONS

BARCELONA

Gran Teatre dei Liceu 21.00 Eva Marton sings Tosca, with Sherrill Milnes as Scarpia, also Wed and Sun. Tomorrow: recital by Kiri te Kanawa (412 1466)

■ BERLIN DANCE Komische Oper 19.00 Tom

Schilling's production of Cinderella, music by Prokoflev. The opera programme this week includes Der Freischütz tomorrow, The Bartered Bride on Wed and Giustino on Thurs (2292 555) Deutsche Oper 19.30 Balanchine's Apollo, Carmen by Roland Patit, and Bejart's Firebird and Bolero. The opera programme this week Lescaut on Thurs, Trovatore on Sat and Tristan und Isolde on Sun (3410 249) 👉

Staatsoper unter den Linden 19:30 Madama Butterfly with Miriam Gauci in title role. Tomorrow and Wed: John Cranko's ballet The Taming of the Shrew, Thura: La Traviata. Fri: Pelicas et Mélisande (2004 782) Schauspielhaus 20:00 Klaus

Tennstedt conducts Berlin Philharmonic Orchestra in Mahier's Sixth Symphony (2614 383). Thurs, Fri and Sat Militades Caridis conducts Berlin Symphony Orchestra (2272 261). In Philharmonie Kammermusiksaal on Wed: world premiere of Kurtag's Grabetein für Stephan, followed by Giulini concerts on Thurs, Fri,

Sat and Sun (2614 383) THEATRE

The repertory at the Deutsches Theater includes two libeen plays, John Gabriel Borkman and Peer Gynt, plus Goldoni's The Servant of Two Masters (2871 225). The Volksbühne has plays by Sean O'Casey and Bulgakov (2082 748), and the Maxim Gorki Theater has plays by Feydeau and George Tabori (2082 783). In the we part of the city the Schaublinne is presenting Kleist's Amphytrion and Luc Bondy's production of The Winter's Tale (690023)

■ CHICAGO

Orchestra Hall 19,30 Symphony Chamber Soloists of Chicago play chamber music by Kodaly, Dohnanyi and Bartok, Thurs, Fri and Sat Isaac Stern plays Beethoven's Violin Concerto (435

FRANKFURT

Opernheus 19.30 Oleg Caetani conducts Un ballo in maschera, with Mara Zampleri as Amelia and Piero Cappucciili as Renato, also Fri. Sat: new ballet by William Forsythe and Amanda Miller

Bockenhelmer Depot 19.30 New production of The Cherry Orchard, daily performances till Sun

(236061). At the English Theater Kaiserstrasse, Alan Ayckbourn's Abaurd Person Singular is being performed daily except Mon (242 3160)

■ LONDON

MUSIC Royal Festival Hall 19.30 Bernard Haltink conducts the London Philharmonic in Mahler's Seventh Symphony. Tomorrow: Julia Varady sings Abigaille in concert performance of Nabucco. Thurs: Montserrat Caballe, Fri: Charles Mackerras conducts LPO. Sun: Rozhdestvensky conducts Elgar, Britten and Prokoflev (928 8800) Queen Elizabeth Hail 19.45 Tamas Vasary is conductor and soloist with Bournemouth Sinfonietta in Chopin's Second Piano Concerto and the Fourth Symphonies of Honegger and Mendelssohn. Tomorrow: Maurice Hasson plays Mendelsschn's Violin Concerto with English Classical Players. Wed: Fischer-Dieskau sings Schubert. Thurs: English Baroque Choir and Orchestra in Mozart programme. Fri: Hariprasad Chaurasia plays Indian flute music (928 8800)

THEATRE The National is staging Long Day's Journey into Night by Eugene O'Neill. The play, often seen as an examination of O'Neill's own extraordinary family life, opens tomorrow at the Lyttelton in a production by Howard Davies, Alan Bennett's stage adaptation of The Wind in the Willows, directed by Nicholas Hytner, can be seen in the Olivier tonight and tomorrow. followed later in the week by Steven Pimlott's new production of Molière's The Miser. The

Cottesioe repertory includes Alan Ayckbourn's play for all the family invisible Friends and Christopher Hampton's new play White Chameleon. For information about Other shows, call Theatreline from anywhere in UK: Plays 0836 430959 Musicals 0836 430960 Cornecties 0836 430961 Thrillers 0836 430962

■ MADRID

Teatro Lirico La Zarzuela 20.00 Rafael Fruhbeck de Burgos conducts Hugo de Ana's new production of Otello, with cast led by Placido Domingo, Daniella Dessi and Justino Diaz. Also Thurs and Sat (429 8225), Tomorrow in Auditorio Nacional de Musica: concert by Spanish National Chorus. Sat: recital by Lucia Popp (337 0100)

NEW YORK

DANCE Metropolitan Opera 20.00 American Ballet Theatre production of La Bayadère, also tomorrow, Wed and Thurs. Fri and Sat: triple bill including Kenneth MacMillan's Concerto (362 6000). Also City Ballet season at the New York State Theater, Tues to Sun (870 5570) THEATRE

The Secret Garden is a musical based on the Frances Hodgson Burnett novel about an orphan who goes to live with her uncle on the moors, and discovers a magic garden where anything can happen. Book and lyrics by Mersha Norman, music by Lucy Simon, directed by Susan Schulman (Tues to Sat at St James Theater). The Will Rogers Follies is a musical directed and choreographed with

customary flair by Tommy Tune, with Keith Carradine as an accomplished leading man (Mon to Sat at the Palace). Also on Broadway: Larry Gelbart's musical thriller City of Angels, Paul Rudnick's comedy I Hate Harnlet and Andrew Lloyd Webber's musical The Phantom of the Opera. Ticketron (246 0102) answers inquiries and sells tickets

■ PARIS MUSIC AND DANCE

This week's events include a new production of Die Entführung aus dem Serail opening on Thurs at the Châtelet, conducted by John Eliot Gardiner (4028 2840); at the Bastille, a concert on Wed conducted by Marek Janowski and a new staging of Samson et Dalila opening on Fri (4001 1616); the Monnala Dance Group choreographed by Mark Morris is at the Théâtre des Champs-Eiysées from tomorrow till Sat (4720 3637); and there are concerts by the Orchestre de Paris

at the Salle Pleyel on Thurs, Fri and Sat featuring Radu Lupu as piano soloist (4563 0796). The Théâtre de la Ville is hosting a programme of Japanese dance from tomorrow will Sat (4274 2277)

The repertory at the Comédie Française includes Jacques Lasalle's production of Marivaux's comedy La Fausse Sulvante, Beaumarchais' Le Barbier de Seville and Strindberg's The Father (4366 4360). Feydeau's one-act tarce On purge bébé is playing at the Théêtre des Bouffes du Nord (4607 3450) and the Odeon-Théâtre de l'Europe has Jean Genet's Le

Balcon directed by Lluis Pasqual (4325 8092)

■ VIENNA MUSIC

Theater an der Wien 19.00 Claudio Abbado conducts Jonathan Miller's Vienna Festival production of Le nozze di Figaro with cast led by Ruggero Raimondi, Marie McLaughlin and Cheryl Studer. Last performance on Wed (586

1676) Staatsoper 19.00 Ivan Fischer conducts Die Entführung aus dem Serall, also Thurs. Tomorrow: Die Zauberflöte. Wed, Fri and Sun: Lucio Silla. Sat Idomeneo (51444 2960)

Konzerthaus 19.30 Mieczsław Horszowski plays piano music by Bach, Mozart and Beethoven. Tomorrow: song recital by Robert Holl. Wed: Herbert Bock conducts Julius Bittner's Great Mass. Thurs and Fri: Arditti Quartet. (7124 6860) THEATRE

The repertory at the Burgtheater includes Goethe's Clavigo and Ibsen's An Enemy of the People, both directed by Claus Peymann (51444 2218), The Vienna Festival's guest productions this week include Gunter Kramer's Cologne production of Odon von Horvath's Der jungste Tag at the Volkstheater till Thurs, and Peter Brook's French-language production of The Tempest at the Messepalast from Wed till Sun (586 1876)

ZURICH

Opernhaus 19,30 Carlos Kalmar conducts Die Zauberflöte, with Gosta Winbergh as Tamino, also Wed. No performance tomorrow.

European Cable and Satellite Business TV (all times CET) MONDAY TO FRIDAY Eurosport 9600-9630 (aternstional Busines 0600-0630 international Business report CNN 0500-0530 Moneyline 0600-0830 Moneyline 1230-1300 CNN Market Watch 1330-1400 Business Day 2000-2030 World Business Today - a joint FT/CNN production with a review of the day's major business stories 2300-2330 World Business Today 0700-0130 Moneyline Superdhannel orto-0130 Moneyline
Superchannel
0700-0830 Financial Times Business Report
A five minute business briefing
broadcast three times between
0700 and 0800
2220 - 2250 (Wed) Financial Times
Business Weekly - the latest
round-up of business news with
James Bellini and Debbie Middleton. ton. 0830 & 2030 (Thurs) Financial Times Business Weakly Sky News 1200 International Business

Report 2130 (Thurs) Financial Times Busi-ness Weekly SATURDAY CNN 0800-0830 Moneyline 0800-0830 World Business Today -a joint FY/CNN production 1540-1610 Moneyweek 1900-1930 World Business This

Week 2110-2140 Your Money

SUNDAY Superchannel 1800-1830 FT Business Weekly 1930-2000 FT Business Weekly 2330-0030 FT Business Weekly Sky News 1030-1100 FT Business Weekly

CNN

0710-0740 Moneyweek 1540-1610 Your Money 1900-1940 Moneyweek 0040-0110 Inside Busine

NUMBER ONE SOUTHWARK BRIDGE, LONDON SE1 9HL Telephone: 071-873 3000 Telex: 922186 Fax: 071-407 5700

Monday May 20 1991

Judging the Labour party

THE LABOUR party has travelled a long way from the "longest suicide note in his-tory", the apt description of its election manifesto of 1983. But has the party abandoned the reactionary syndicalism of Arthur Scargill, the rainbow coalitions of Ken Livingstone and the romantic socialism of Michael Foot, to return to the

Since Labour could be in power within a few months, the question is evidently important. It will be addressed in the coming weeks.

The focus of our analysis

will not be on personalities; nor will it be on comparisons with other parties. It will be on what Labour has to say on cer-tain decisive issues: the economy and taxation, education and training, health and social security, industry, labour rela-tions and the labour market. foreign policy and constitu-tional reform.

A series of core questions arises: does Labour offer a fun-damental change and, if so, with what justification? Can Labour's policies be financed?

various interest groups? Does Labour plan to take advantage of the market or, rhetoric notwithstanding, to override it? But behind the detail lie

Labour and the economy

ELECTIONS ARE, above all, about the economy. The issue most likely to decide the general election is, therefore, neither the government's poll tax fiasco, nor the UK's relation-ship with Europe, nor that most sacred of all cows, the National Health Service; it is whether the Labour party can convince the electorate that it will manage the economy bet-ter - or at least no worse than the Conservatives. It has a good chance of so doing. A fun-damental question, however, is whether it deserves to do so on its own merits.

According to Treasury fore-casts, the economy will have grown at only slightly over 1 per cent a year between 1987 and this year. In June 1987 unemployment was 2.9m and falling; it will not be far below that level at the end of 1991 and rising. The price level — the government's "judge and jury" — will have risen by a third between June 1987 and the end of this year. If Labour cannot win now, when will it

be able to? Labour can claim that it warned of the unchecked credit expansion of 1987 and 1988. It can complain about the high rates of interest that it must know have been necessary. And it has a good chance of inheriting a public sector whose finances are in reasonable health and an economy whose excessive expansion the Conservatives created. But this time - unlike in the 1960s and 1970s – the Conservatives themselves have, to their credit, done their best to undo the damage. For once, the Labour party would not have to clean up the aftermath of a

Tory "dash for growth".

Consequently, the Labour party's assumption of 2½ per cent growth over the coming electoral term is conservative. Under plausible assumptions, the economy's recovery alone ought to allow growth of about

I per cent a year for five years.
Nor can the Labour party's
macroeconomic intentions be judged wild. With its commitment to disinflation, its aban-donment of fiscal fine-tuning, its devotion to ERM member ship and its desire for credit management, the Labour party looks a convincing exponent of the hair-shirt school of modern

Defensible plans

The party's plans for public spending and taxation are also defensible. "The results of economic growth - the growth dividend - will," it asserts, provide new resources for public investment . . . We will not spend, nor will we promise to spend, more than Britain can afford."

Labour promises to introduce a lower starting rate of income tax and a top rate of 50 per cent, while abolishing the upper earnings limit on national insurance contributions (and extending them to "unearned" income), so giving an effective top rate of 59 per cent. The money so raised is "to restore the real value of child benefit to its April 1987 level and to increase the basic state pension by £5 and £8 a week in real terms".

Beyond this, Labour relies on increased public borrowing (for what it deems investment) and the covert increase in taxation known as "real fiscal drag" (the consequence of the growth of real incomes in a fiscal system whose marginal rates are above average rates).

There will be no tax cuts. Mr Kinnock has stated that over the lifetime of a parliaAre its objectives politically plausible, given the party's links with and sympathies for

deeper questions. A healthy political system requires a con-sensus on the underpinnings of economic prosperity, individ-ual liberty and constitutional order. Is the Labour party part of such a consensus, or not? Is the party committed to free-dom of choice for consumers within competitive, albeit still believe that the man from the quango knows better? Does it recognise the limitations of government, as well as its

Has it, in short, absorbed the lessons of what has happened during the 1980s, worldwide and not just in the UK? Does it offer a government that will build on the successes, while remedying the failures, of the 1980s? Is it ready to move Britain forward, or is it merely crying for a better past?

have barely figured in the campaign If the new parliament is split on value of tax allowances and

might be under the Conserva-tives). As a share of GDP, pub-lic spending would then be

about 42% per cent of Gross Domestic Product, 2 percentage

The share of public spending in GDP would, however, only

be back to where it was in

1987-88, under what Labour

condemned as the outra-

geously stingy Margaret Thatcher. Since the Labour

party has also stated that "on

coming to office we will halt

the deterioration [in public sec-

tor pay] and ensure that [it] is

kept broadly comparable with

equivalent pay movements elsewhere", the additional

spending would not go far. One would be much more likely to

notice the clamour of

aggrieved interest groups than an improvement in public ser-

Modest attempts to raise the

share of public spending in gdp are perfectly defensible (despite worries about increased government borrow-

ing in a country with low

savings), though it is not obvi-ous that the rate of increase

should be dictated by real fis

cal drag. A top marginal rate of tax of 60 per cent is on the high side, but is unlikely to

prove ruinous. Yet the notion

that a tax system with many

marginal rates is better than one with a higher threshold

and just a few marginal rates is wrong. The latter system would be simpler and could

easily be more progressive.

The big question-mark is not

so much against Labour's mac-

roeconomic strategy, nor against its fiscal plans, it is against the Labour party's atti-

tudes to choice and competi-

tion. If Labour now believes in

anything passionately (apart from in getting elected) it is in

the capacity of quangos to remedy the market failures it sees

everywhere. Meanwhile, some

of the government's genuine, if partial, moves towards greater

competition are to be throttled.

Among the more important are privatisation, which has brought substantial improve-

ment to the major utilities and

could bring still more, if com-

petition were to be enhanced; the contracting out of public services; and the introduction

of the internal market into the health service. All of these

reforms increase pressure on

producers; many have increased the influence of indi-

vidual consumers as well. The

Labour party is unhappy about

them all and will reverse

be nanny. There would be more regulation of economic

life; there would be more gov-

ernment intervention; there

would be less competition in

the public sector; and there

would be quangoes every-

where. But nanny does at least promise to be prudent.

Labour, in short, promises to

points more than now.

Aggrieved clamour

these lines, two main possibilities emerge. In the more likely event that Congress retains its position as the largest party, it could try and form a coalition with the National Front or keeping tax rates where they are, an average growth in the economy of 2% per cent will generate £20bn of revenue to the exchequer". This sentence with the National Front or with the Communists, who themselves are likely to obtain about 50 seats. Mr Gandhi might remain leader of the Congress in the event of such an alliance, or he might be dumped. His own preference would be for a tie-up with the communists because of a personal conflict with Mr V P. Singh, who led the campaign to over. may be Delphic, but – according to an analysis by Gavyn Davies and David Walton of Goldman Sachs - there could Singh, who led the campaign to overbe £40bn more revenue in today's money after five years. throw Mr Gandhi as prime minister in the last election in 1989. But an alli-If the Labour party were to introduce its tax reforms and ance with the communists is difficult because of their objection to the bud-get cuts and market-oriented econot eliminate the public sector borrowing requirement, it might, indeed, have about \$200n in extra spending in the nomic measures that the International Monetary Fund will demand.

The other main alternative is that if last year of an electoral term in today's prices (over what it

the BJP did unexpectedly become the largest party, it would seek defections from the Congress. Though Congress remains committed to the concept of a secular state as preserving harmony between Hindus and Moslems, a good many of its members sympathise with the Hindu revivalist cause.

Faced with a critical foreign

exchange shortage and the risk of defaulting on its foreign debt, India needs a strong and stable government that could take tough decisions: in

that could take tough decisions: in particular a reform package needed to improve the competitiveness of the economy. It is most unlikely to get one. Instead, this week's polling taking place on three separate days between today and Sunday — is likely to produce a parliament in which no party has a clear majority and from which a coalition government will be difficult to form.

The ethnic and religious conflicts wracking India are such that this week's elections will not be complete. Elections for Punjab and Assam have been postponed until June because of

separatist violence. In Kashmir there will be no voting because of the scale of violence in that state's campaign

for independence from Delhi.
Even in the rest of the country, the

poll is likely to be inconclusive. Within the main political camps, the expectation is that both Mr Rajiv

Gandhi's Congress party and the Hindu revivalist Bharatiya Janata

party (BJP) will emerge with roughly the same number of seats: between 150 and 200 each out of the 510 being

contested. Marg, the most respected of the Indian polling institutes, forecasts that Congress will win 233 seats. The

National Front alliance of former Prime Minister VP Singh - which

includes his own Janata Dal party

and various regional parties likely to trail a poor third.

If economic problems

have overshadowed the

election, economic issues

difficult to form.

Between these two possibilities there are is a multiplicity of varia-tions. Many in Congress think that the party should not participate in a government which did not have the authority to take decisions. The by-no-means unrealistic hope of Mr Chandra Shekhar, the caretaker prime minister whose government fell two months ago, is that a hung parlia-ment will give him a second bite at power as a compromise candidate for the premiership. But any such coali-tion arrangements would be inherently unstable - continuously vulner-

As Indian voters go to the polls from today, the polls this week in scorching summer heat. they seem set to produce a David Housego considers the economic new parliament whose composition will be an unfortunate – but fairly faithful – reflection of a country torn by conflicts of religion, caste and challenges confronting the new government

No clear sense of direction

of regional groups and of factions within the main parties whose leverage will grow in such a situation.

More important, the surge in strength of the BJP will make the Hindu revivalist party anxious to consolidate its advance through a fresh election. Senior party leaders concede that the party's strategy - if it remained in opposition - would be to undermine any administration with a view to provoking fresh polls as soon as possible. In these circumstances it

remains an open question how far a new administration will be able to push down the path of economic reform. The common assumption in Delhi is that whatever government is in power will accept substantial cuts in the budget deficit. Mr Yaswant Sinha, the interim

finance minister, had set a target of reducing the deficit from 9 per cent of Gross Domestic Product in 1990-1991 to 6.5 per in the current financial year. This was incorporated in the budget which he was to have presented in February but which was postponed. The target will now be more difficult to achieve because the purse strings have been loosened dur-ing the election campaign.

But a new government can scarcely backtrack on it — whatever the howls of protest over cutting subsidies — without further undermining India's credibility with the IMF. A new budget presented to parliament that fulfils this target should thus release a further loan - possibly \$2bn - from the IMF. For India to obtain the \$55n-\$7bn that it needs from the IMF and the World Bank to give it elbow room in managing its balance of payments, it would have to negotiate a big structural adjustment programme with the multilateral institutions.

It is at this point that it becomes hard to see how a weak administration will take the read of launching significant changes — including industrial deregulation, labour market reform that allows companies to shed jobs, cuts in protective tariffs, a relaxation of controls on the financial sector, a more open policy towards foreign investment - that still face

resistance from powerful lobbies.
The multilateral institutions, are insisting that macroeconomic stabilisation must be linked to a comprehen sive package of reform that will improve the competitiveness of the economy and thus generate the exports needed to repay India's huge-foreign debt. They feel that tinkering with the still tightly regulated Indian conomy is no longer enough.

Without a substantial inflow of

multilateral and donor funds, India faces a large shortfall in financing its \$10bn (on World Bank definitions of the current account) in 1990-91 and even with the draconian curbs on imports now in force - is likely to be

India no longer has a cushion to fall back on. Its foreign exchange reserves have run out. The sharp decline in India's creditworthiness abroad has closed the door to fresh commercial borrowing. US banks revealed their



Going to the polis: Chandra Shekhar, L.K. Advani, Y.P. Singh, Rajiv Gandhi

poning hard choices would carry the risk of financial crisis or, equally bleak, of savage retrenchment in gov-ernment spending and imports – in effect a retreat into a siege economy. If economic problems have overshadowed the election, economic issues have barely figured in the campaign. This has been dominated by the phenomenal advance of the BJP, which from being a minority move-ment in Indian politics only two years ago is in sight of replacing the Congress as the main political party. If

nervousness last month by reducing the outstanding short-term credit facilities they maintain with Indian banks by \$1bn from \$3.2bn.

In balance of payments terms India is thus still skating on thin ice. Postponius hard choices would carry the ment with the other major parties and a growing impatience with the country's 100m Moslem minority.

The Hindu revivalist party has cleverly projected the proposed new temple to Lord Ram, the Hindu deity, that it wants to construct at Ayodhya on the disputed site of a mosque as a symbol of Hindu unity and national rebirth. It is also a symbol of a confrontation with Islam that understandably leaves many Indian Mos-lems scared of a threat to their religious and cultural identity.

With the help of the milliant Hindu Rashiriya Swayamsevak Sangh (RSS), its parent organisation, it has been way shead of other parties in terms of organisation. North India has seemed draped in a sea of saffron flags - the Hindu colour. Party workers have even stamped "Jai Shri Ram" (Victory to Ram) - the slogan of the movement - on banknotes.

Mr L K Advani, the party leader, has been able both to stir the enthusiasm of crowds and carry conviction as

asm of crowds and carry conviction as a potential prime minister. This has been an important factor in halping the BJP to win middle-class support the BIP in win middle-class support among businessmen, officials, retired army officers and even film stars. Such adherents have given it both social and intellectual respectability. For Mr Gandhi, this was a campaign that began with high hopes. He helieved that Congress, which held 197 seats in the last parliament, could return with an absolute majority in the new one. He has established a directness of contact with crowds that

the new one. He has established a directness of contact with crowds that he lacked in the last election.

But this campaign has also shown his limitations. He remains a poor organiser, unable to delegate responsibility in a way that avoids confusion and creates trust. His choice of candidates — often displacing Brahmins with newerful local connections and dates — often displacing Brahmins with powerful local connections and other established local figures — has exacerbated divisions, with the risk that in parts of Uttar Pradesh, Madhya Pradesh and Rajasthan those disaffected will work against the party. In failing to establish political stability — the theme on which Congress based its campaign — as the chief issue, he lost the initiative to Mr Advani. He has not been able to fire the enthusiasm of crowds as spectacuthe enthusiasm of crowds as spectacularly as Mr Advani or as some of the

larly as Mr Advani or as some of the extremist preachers that have followed in his trail.

Of the three large political formations, the main loser in the campaign is likely to be Mr Singh's Janata Dai. This has been partly a result of Mr Singh's wayward leadership which has allowed splits to deepen. Just as important, his platform of railying the proof on a programme of the reservapoor on a programme of job reserva-tion in central government has falled to strike the same chords as the BJP's appeal to Hindu unity. Caste divisions do not seem to have stirred such deep amotions as religious ones.

emotions as religious ones.

The best that can be said for the campaign is that the seriousness of india's problems has thrown up a resdiness to look at freah ideas and to throw away old shibbolaths. Mr Chandra Shekhar laumched his campaign with a proposal for the redrawing of boundaries to create smaller states (Uttar Pradesh alone has a population of 111m) and for greater devolution of powers to state governments. Mr

of 111m) and for greater devolution of powers to state governments. Mr Advani has said he would favour a switch to a presidential system of government as a way of giving government more authority to affect change. There has been a growing consensus within the parties on the need for budget stringency and further liberalisation. The Congress manifesto even proposed partial privatisation and the involvement of the private sector in infrastructure projects — road building and power generation — in which the state still has a virtual monopoly. But all the parties have worked on But all the parties have worked on the assumption that they would need a clear majority to imple Some people believe that India is being overwhelmed by the scale of its problems and that the conflicts of caste, religion, and region reflect the intensifying pressures of a growing population on scarce resources. The more optimistic think that the inefficiencies of such a highly-regulated economy are so great that even small improvements will yield large returns in increased productivity and thus

higher economic growth. Both views contain a large measure of truth. But what is clear is that India needs a stable government and effective leadership to confront the challenges and seize the opportunities on offer.

Book

loss

■ The Soviet Union has just provided further evidence that, however good Britain's accountants may be at assessing business opportunities, they are

not very adept at seizing them. While having comparatively few lawyers, the UK has an unrivalled density of qualified A check three years ago showed there to be one for about every 425 men, women and children in the population The US position is the other way round, with one lawyer for every 418 of the populace but accountants thin on

the ground. Nevertheless it is a US accountancy textbook that's been sold to the Soviets as an aid to running their businesses in capitalist ways. Called Principles of Accounting, it has 1,300 pages and is about to be translated into Russian despite that language's lack of terms for "profit margin" and such. Some 320,000 Soviet students are expected to begin using

it by next year. Main author Belverd Needles, a professor at DePaul University in Chicago, is happily looking forward to the Russian edition outselling the American. "There's no competition there," he explains.

Fallen star

■ Japan is slowly coming to terms with the retirement of its most famous sumo wrestler Chiyonofuji, after two unexpected losses. Known as "the wolf", he made muscles fashionable in sumo, which had hitherto resisted the bodybuilding art - except for the cultivation of enormous

At a relatively puny 127kg, he faced opponents of up to 238kg, using a combination of sculptured physique and astonishing guile to defeat them. He won more bouts (1.045) than any wrestler in

OBSERVER

the sport's annals, and his 31 tournament wins fell but one short of the record of the

master, Talho. Although some Japanese read parables of social change into Chiyonofuji's departure. his explanation was simply that his time had come. He did feel a twinge of regret, though, when watching the other wrestlers having their The star timed his

disappearance skilfully. Last week he lost a much-touted bout with Takahanada, 18-year-old pin-up boy of the moment, and son of wrestler Takanohana who almost exactly 20 years ago beat all-time champion Taiho, who retired a day later.

That Takanohana's son should have finally brought down the great Chiyonofuji is some consolation for the wolf's going. If there's one thing Japanese enjoy more than sumo, it's history.

Over the top

■ Those sticklers for accuracy at Her Majesty's Stationery Office have deuted their reputation with an error in a publication devoted, ironically, to the quality of

British manufacturing. For weeks Richard Morel, owner of a tiny Sevenoaksbased producer of control components, has been puzzleo by callers wanting to buy 35ton flat tops. "I understand they're some four-wheeled railway thingy," he says. The explanation turns out

to lie in the said publication the trade and industry department's £125 Quality Assurance Register for 1991. compiled by HMSO - which names R.W.Morel as a rollingstock producer. "It's like being called an ironmonger rather than a watchmaker," snorts

the owner. The register is used as a ref-



"In space, no one can hear you lie."

erence book by government spending departments and overseas purchasers, and Morel says the error has lost the company business. "This is one of the results of computerisa-tion, and the cuts," he adds. A contrite HMSO has now accepted full responsibility for the error, and is reviewing its systems. The error will be corrected in a regular supple-ment in August. While mollified, Morei draws

the line at buying a copy of the offending register. "My 1989 issue will have to suffice."

Customer power ■ The decision of London's St Paul's Cathedral to experiment with admission charges recalls a talk Observer had some years ago with the then treasurer of Wells Cathedral. who had previously worked as a management consultant. The topic was how the cathedral could pull in more money

to meet its vast upkeep costs. My own suggestion centred on the sung services which, despite including some of the

best choral singing to be heard anywhere, usually had a con-gregation less than half the size of the choir even though dozens of tourists were mooch-

ing around elsewhere. Have you thought of charging for admission?" I asked.
"My guess is that, if you did, a lot more people."
"Yes we have, and we're inclined to agree," the trea-surer said. "But we don't do them for people, you see."

Empty chair

Lt's not just a question of where, but of who. Northern Ireland's politicians have spent days arguing about the venue for their talks with southern counterparts. Now they can't agree on who should chair the event. To help them, radio listeners

in Ulster have come up with nominations including Colonel Gadafy, doomsday prophet David Icke, and former French Prime Minister Michel Rocard "He may not understand English, which would be a distinct advantage," one listener said. But top of the poll was

Conor Cruise O'Brien, erstwhile Irish cabinet minister and now outspoken media pundit. Listeners said the "Cruiser's" views might be eccentric, but at least he'd ensure a bit of straight talking.

Just the facts ■ UK Prime Minister John

Major made more than a little local error when, in referring to an alleged "unholy alliance between the Labour Party and the National Health Service lobby, he cited the "diaries of Nye Bevan" - who, in fact, wrote none.

The memory of the late Labour health minister carries a sting for all politicians who publish diaries of their days in power. When Bevan was asked why he'd decided against doing so, he said: "I prefer my fiction straight."

PARTY PARTY STATE OF THE PARTY OF THE PARTY

FINANCIAL TIMES CONFERENCES

TRANSPORT IN EUROPE -Creating the intrastruction - 28 & 29 May

The freedom of movement of passengers and keight within Europe and the challenges of creating the infrastructure to meet future growth will be the subject of the Financial Times' annual Transport contenence. The enormous

pressures on urban transport infrastructure and the challenges of linking transportation networks in Europe will be assessed as well as the constri How this will affect the environment, travel and the distribution of goods will be addressed during the two days by a most distinguished penel of spe The Rt Hon Malcolm Rilland CC, MP will give the opening address, M. Daniel The HI HORI Missourn Haisman C.C., we've give the opening accrease, so, Lumber Vincent will outline the EEC's view on creating the Community's infrastructure, and the role for railways in European communication will be raviewed by M. Michel Welrave, Secretary General at U.C. M. Bertsand Holzschuch, Finance Director, Société des Autoroutes Paris-Rhitne-Rhitne and Mr David Staride,

Senior Advisor, Putnam, Heyes & Bartlett will share their views on financing

THE MARKET IN ASSET-BACKED SECURITIES Lendon - 19 & 20 June

ation techniques now enable companies and banks to issue bonds backed by a diverse range of assets, from storagepes and car loans, to trade receivables and property. For issuers, financing allowing the restroyet of assets from belience sheets is a strong incentive to those who have to conform to stringent new capital adequacy guidelines. For investors, securidasion provides a new type of high quality investment.

At the Financial Times conference on asset-backed securities, an entinent panel of speakers will analyze the development of the market, the legal and regulatory problems as well as review how the leaves are structured.

Speakers include: Mr George Felger, McKinsey & Co; Mr Craig J Goldberg, Memil Lynch & Co; Mr Roger B Taillon, Standard & Poor's Ratings Group; Mr Mems Lynch a Co, Ne reger to Lemon, due name at Poor e hamily James J Rice, Linksters and Paines, Mr Theodore Buerger, Financial Security Assurance; Mrs Valerie Pancrazi, Compagnie Bancaire.

WORLD GOLD CONFERENCE Vienna - 25 & 25 June

The 1991 FT gold conference will look at the larger term outlook for supply and demend, review developments in the major markets and exercise prospects for the mining industry in the 1990s. This year's meeting will also include assessments by central bankers and discussion of gold shares and

The conference will be chaired by Mr Robert Guy and Mr David Pryde and speakers taking pert include: Dr Klaus Mündl, Osstarreichische Madonalbanic Mr Alexandre Doumnov, State Bank of the USSR (Gosbanic). Mr Robin Plumbridge, Gold Fields of South Africa; Mr Robert Champion de Creapigry, Normandy Poseidon Group; Mr Fraser Fell, Pincer Dome, Mr Stiriichi Kuzama, Mitsubishi Corporation; Mr Marsin Greenberg, COMEX: Mr Mel Frydrych, Fleet Precious Metals Inc and Dr Fabio Torboll, World Gold

All enquiries should be addressed to: Financial Times Contarent Organisation, 126 Jermyn Street, London SWAY 4UJ. Tel: 071-025 2323 (24hour answering service), Teles: 27347 FTCONF G, Fex: 071-925 2125.

• John State

A rehimedes had his bath, Newton had his apple, and Mr Graham Mather had his unconnected telephone. From such mundane beginnings are revolutions

born.

If doubts persist as to whether Mr John Major's concept of a Citizen's Charter can live up to its packaging as "The Theme for the 90s", that conclusion was at least endorsed by Labour, which last make my my make of week produced nine pages of counter-claims to authorship. Intellectual copyright rows aside, all three main parties have settled on "citizenship" as the modish political flavour for the decade, though they arrived there from different directions.

directions.

For the Tories, as good a starting point as any is Mr Mather's telephone. In 1987, when recently privatised British Telecom was having problems in meeting demand with supply, Mr Mather needed a phone line. He was instantly despatched to the back of a 1,000-strong central London waiting list.

waiting list. Being the general director of the Institute of Economic Affairs – the market-oriented think-tank – Mr Mather did not merely write a gruff letter to The Times; he wrote a "think piece", entitled "Calling

Telecom to Account". His argument was simple: quasi-monopolies needed a con-tractual relationship with their customers to allow for redress and compensation whether in kind or in cash. As local and central government also sup-ply services — whether rub-bish collection or complex-advice to exporters — they, too, should have to offer some-

thing similar.
With privatised industries already equipped with con-sumer watchdogs in the form of regulators, both state industry and the Civil Service could and should be forced to "mimic the market" by taking on tar-gets and obligations. British Rail, for example, might be required to compensate inconvenienced passengers on late trains by giving them vouchers to travel free on off-peak ser-

More radical still, health service patients might have the right to seek treatment in the private sector, at the expense of their local health authority,

if waiting lists grew too long.

By introducing such "rights"

- clearly defined in quantity
and quality targets for service
provision — market disciplines

Off-the-shelf citizenship

Ivo Dawnay on the political football being kicked around by



Charter? The answer is largely that by enforcing quality and creating mechanisms for effective redress for poor service, the individual taxpayer is at last being treated as the mas-ter not the plaintiff of the civil servants whose salaries his

servants whose salaries his taxes pay.

This strategy, defined as "empowerment" by the Adam Smith Institute, another leading right-wing think-tank, forms the intellectual bedrock of the concept of "citizenship", that Mr Major presented under the alogan of "Power to the People" in Southport in March. For Labour, the very use of that left-wing slogan was further proof that its own homegrown "citizens" programme had been hijacked. With some justice the party has pointed to justice the party has pointed to a speech by its leader, Mr Neil Kinnock, emphasizing the need to set clear and published tar-gets and standards for local

provision — market disciplines could penetrate the darkest corners of the public sector, in tune with the new initiatives to introduce private-sector management systems into the Civil Service.

But Labour's programme appears to have grown from the grassroots with experimental schemes at council level. Today, Labour has a whole architecture of policy on quality service provision based,

authorities made as far back as

like that of the Tories, on targets and guarantees for users. In London's Islington borough council, for example, swimmers can demand and get vouchers for the free use of municipal pools if such items as water temperatures or stan-dards of cleanliness fail to meet pre-stated guarantees. Klaewhere, the council's citizen-oriented planners have introduce neighbourhood coun-

cil offices, ensuring that hous-ing or social services problems are, almost literally, dealt with on the doorstep.

Ms Margaret Hodge, leader of Islington council, explains, however, that the origins of the policy were removed from those of the Tories' post-privatisation agenda. It stemmed from a growing perception among Labour activists that: "Poorly managed services are theft from the working class." The view that council ser-

vices were overly tilted towards producer interests in local government terms, unions and administrators – encouraged a new approach to satisfying consumers' needs involving what Ms Hodge describes as a "massive cultural change", not least for the

years. The bottom quintile group's share of total dispos-able income fell over the

period from 9.7 to 7.6 per cent, whilst the share of the top

quintile group rose from 36 to 42 per cent." The same source

shows that payments of income tax net of mortgage interest relief and life assur-

ance premiums, plus National Insurance payments, were 16.9 per cent of average household gross income in 1988, rising to 20 per cent for the top quintile. 3. That public spending which is on goods and services (education, health, defence) does indeed absorb GDP. But the expenditure provides valuable

expenditure provides valuable benefits. Although private spending on, say, motoring also both absorbs GDP and provides services, one does not see that described as "taking up"

GDP. Are we meent to be con-ditioned to think that the pub-

ditioned to think that the public sector is a black hole and that if we did not have public spending on, say, health, there would be no need for private spending on it?

4. The limit to public spending thus depends on how much redistribution of income is thought desirable; as well as on the detailed case by case analysis of how best to do those things which laisser faire does not do. Fanatics apart,

does not do. Fanatics apart, there is a need for informed

debate about the scope of pub-

lic spending, its efficiency, and

the degree of progression in the tax system. But the answer to Mr Brittan is that there are

still indeed genuine choices to be made. The matter is not resolved by appeal to the mis-leading "ceiling" hiding behind

his rhetorical question.

Alister Sutherland, Trinity College,

Golden gate

From Mr Peter Verstage.

. Sir, At least factory gates

unions, some of which have proved resistant. Dismissing the Tory "citi-Dismissing the Tory Cut-zen" as "only interested in things that cost you less", she argues that Labour's emphasis in Islington has been a funda-mental shift away from its his-

ducers to the public at large.
But this new-found concern
for the consumer does not convince the right. Dr Madsen Pirie, president of the Adam Smith Institute, contests that it is a legacy of Labourism that has, for example, created a Post Office that drops Sunday collections in the interests, not of users, but employees. "If there were state-owned restau-rants, they would close for lunch to allow the staff to eat."

toric links with the union/pro-

he contemptuously asserts. None the less, despite the two main parties' different points of departure, there can be little argument that both are actively championing only

mildly varying concepts of citi-To Mr Paddy Ashdown, the Liberal Democrats' leader, citi-zen power is "a far more important idea than contract cleaning in York". In his 1988 political tract Citizene: political tract, Citizens' Britain, Mr Ashdown insists the concept is all about partici-patory democracy in which government uses its powers to promote citizens' involvement

government.
This should involve every-This should involve everything from worker representation on company boards to, inevitably, electoral reform—a principle that says every vote should count. Probably, the Liberal Democrats, with their tradition of seeing the citizen as the classless alternative to Labour's "worker" or the Tories' "taxpayer", are most deserving in their claim to be the original advocates of citizens' democracy. But their vision is far from that of their

vision is far from that of their All this raises interesting questions about the new trends in the evolution of party policy. Indeed, the customers' con-tracts idea can arguably be

traces inter can arguably be traced, not to politicians at all, but to the Inland Revenue, which published a Taxpayer's Charter of rights in July 1986. But it is only when a political vacuum is reached — the end of the privatisation road, for controls on the end of one of the end of the privatisation road. and of the privanisation roat, for example, or the cul de sac of hard-left militancy — that the politicians will go shopping in what Dr Pirie describes as the "supermarket of ideas".

So fiercely competitive is the market lease howevery it is

marketplace, however, it is hardly surprising that, ideolog-ical flavour apart, both main parties should emerge with similar versions of the same well-advertised product that has lain so long ignored on the

Samuel Brittan Red-Blacks strike again



As a cub journalist I learned that I could always gain attention by saying that there was a difference of opinion between the Treasury

and the Bank of England Many commentators have been following this rule with a vengeance over the past 10 days. But they have not chosen the best occasion. Such differences as the best occasion. Such universities a there have been between the governor of the Bank of England, Mr Robin Leigh-Pemberton and the chancellor, Mr Nor-man Lamont, have been on relatively trivial matters, eg. on which day of the week to announce a base-rate change. There has been harmony on the priority to be given to getting on top of inflation.

The real differences have been between both Treasury and Bank on the one side, and nervous backbenchers — who want to buy the naxt election with cheap money — on the other. They have been egged on by the now familiar Red-Black coalition of unreconstructed left-wing Keynesians and what one MP has called

anarcho-monetarists, who have forgotten their own teachings about not being able to spend one's way into prosperity.

The present fit of jitters began with a lecture by Mr Leigh-Pemberton as visiting professor at Exeter, which was almost a teenager's guide to the distortions of the Retail Prices Index. His object, of course, was to deflect populist knee-jerk

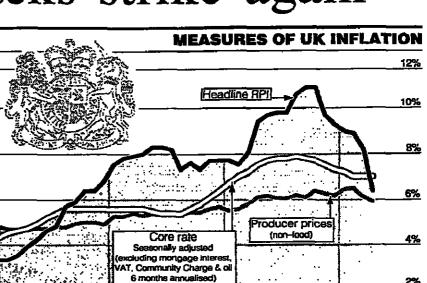
reactions to the sharp drop which was obviously coming in the headline RPI for April due to the dropping out of last year's poll tax induced increases. In one respect he went further. The normal RPI, even when some distortions have been removed, is not seasonally adjusted. Comparisons therefore are always with a year ago, which may hide important recent trends. The governor therefore alluded to more sophisticated statistical techniques. One piece of research did apparently suggest that the underlying rate of inflation had recently become stuck. But the Bank's more con-sidered view, expressed in the May Bulle-tin, is that the underlying rate has been

very gradually falling, but by nothing like as fast as the headline rate.

The danger of all this shadow-boxing is that base-rate cuts may indeed be unduly delayed, despite sterling's reasonably strong position in the ERM, by the need to show that neither the Bank nor the Treasury is running away under political pressure. The congenital mistake of the Bank – apparent for instance in the mid-1980s – has been to worry about interest rates and exchange rates falling too fast

when it should have been worrying about them falling too fur.

If anything, the instant commentators have been over-optimistic on the real economy. The industrial production index has been distorted upwards by the recov-ery of oil and is in any case not sensitive enough to pick up month-to-month changes. In the first quarter of 1991 man-



Source: CSO, Gold ufacturing output was still falling at an annualised rate of more than 4 per cent; and the best one can say is that it is half of 1990. Unemployment, even on a six-monthly average has been rising by nearly Im a year, and it is not much comfort to those who lose their jobs to know that it is a lagging indicator.

Monetary policy cannot be a substitute for labour market reform. But it does have a role which the governor explained most fully in a subsequent speech in Frankfurt, He did not say that it should be converted only with the labour most but Frankfurt, He did not say that it should be concerned only with stable prices, but that "it should not attempt to deliver a target path for real output". "The objective should be to provide stable prices and the basis for a steady growth of nominal income (or nominal gross domestic product) that is consistent with underlying productive potential."

Unfortunately, measurement problems bedevil nominal GDP as well as inflation. The usual measure is just as distorted as

The usual measure is just as distorted as the RPI both by the poll tax and by VAT. The version which best gets round this difficulty is known by the ungainly name of "nominal GDP at factor cost". Non-specialist readers might take my word for this; but they could ask why more effort is not made to assess its trend. Private estimates suggest that it may now be rising by a shade less than 5 per cent a year, which is below what is required for non-inflationary growth, thus providing some headroom for relaxation.

There is of course no one correct way of measuring underlying inflation - which does not mean that we should be satisfied with a headline rate, any more than a doctor should assess a patient by minute-to-minute changes in his pulse. For clar-ity, I have concentrated in this Teenag-ers' Guide on just three rates; the head line one, a seasonally-adjusted core rate

calculated by Goldman Sachs, and the official non-food producers' price index. The Treasury bas been embarrassed because its previous measure of underlying inflation, which excluded both poll tax and mortgage interest, now shows a large increase. It would prefer to take out

interest payments alone from the index. Although the results are quite plausible, Although the results are quite plausible, they look too much like special pleading. I have preferred to take the Goldman Sachs underlying index which consistently excludes the poll tax, mortgage interest payments, VAT and petrol prices alike. The version on the chart is a seasonally adjusted six months comparison

expressed at an annual rate. This peaked at 7.9 per cent last August and has now fallen to 7.0 per cent.

The problem, however, with any measure based on the Retail Prices Index is that, even when adjusted, it is - like unemployment - a lagging indicator and thus a poor guide to inflationary pres-

sures. Producer prices come through at a much earlier stage. But there have been the usual statistical quirks.

A much better picture is given by nonfood producer prices. They may be biased downwards because of the exclusion of downwards because of the exclusion of services, and biased upwards because of the use of list rather than actual prices. But they have given a good indication of trends. The annual increase peaked at 6.5 per cent in February and has now fallen to 5.7 per cent; and Confederation of British Industry survey evidence suggests that it is now poised to fall rapidly. Even earnings' increases, which are notoriously alow to adjust, have dropped back in manufacturing from 9% per cent in

in manufacturing from 9% per cent in December to 8% per cent on March. All this might strengthen the case for some easing. Unfortunately the effect of the Red-Black coalition is, as it was last winter, to delay the easing of policy for which it is clamouring.

LETTERS

Realities of directors' pay

From R T Addis. Sir, Those who are currently castigating directors for award-ing themselves large increases in remuneration while their companies' results are in decline are being grossly

What they fail to realise is that the figures on which they base their complaints are those taken from a company's annual report and show the annual report and show the compensation paid to directors in the previous year. Almost invariably the figures include a substantial element of performance-related pay which is calculated on results in the year before that reported thore. before that reported upon.

is conference

State Control of the The second secon

The second of the second of

Same to the later than I still the

The second secon

THE RESERVE STATES

The second secon

Singular in the first book of the first book of

The second secon

والمتاب المتحدي

THE STATE OF And the second s before that reported upon.
A company, therefore, which publishes its report for the year to, say, April 1 1991, will show details of directors' pay based significantly on results during the financial year 1989-90 when times were a good deal better.
I think it is time someone spoke up for those who, in

exceedingly difficult circumstances, are bearing responsibility for keeping their companies in business and working in the best interests of their employees and shareholders.

Many directors, particularly in the beleaguered financial approach to the control of the control of

services sector, are taking no basic salary increases this year whatever: The effect of declining company performance will reduce their bonus entitlement and the evidence of all this will become apparent in their reports published next

Let those who complain, please, make sure of their facts before rushing into print. B. T. Addis, Tyzack & Partners, 10 Hallam Street, W1

A party political present

From Mr J L Whitty. veable incomp Sir, We don't mind referring, government." as you suggest ("No FT, no we refer to the FT because comrades", May 8), to Samuel we hold it in high regard. Brittan's view that "Unfortunately it is still not possible for distinction of honesty and usenately it is still not possible for distinction of honesty and use-market economists to support ful information. If we use quo-

Mr D B Robb, of Maribor-ough Ceramics (Letters, May 3), provides one of many exam-general secretary, 8), provides one of many examples: "We regard the recession as being the result of imforgi150 Waknorth Road, SE1

'Genuine choices' in the distribution of GDP

From Mr Alister Sutherland. Sir, Samuel Brittan asks Str., Samuel Brittan asks (Economic Viewpoint, May 16): "Does one have to be a fanati-cal individualist or blind to the existence of public goods to believe that the present 40 per cent share of GDP taken up by public spending is enough, and that improvements in services that improvements in services should come from a better use of the existing share of a grow-ing GDP?"

The answers might include:

1 GDP is carefully defined so as not to include transfer payments. That is because payments on, for example, pensions, unemployment pay, child benefit and other cash grants, redistribute GDP, they do not "take it up" or absorb it (though they have to be financed). Nearly half of public spending does consist of such transfer payments. Only the I think it is time someone spoke up for those who, in exceedingly difficult circumment, is defined in the same units as GDP. That spending, for 1990-91, is about 23 per cant of GDP, not the 40 per cent "share" so regularly misused by those who wish us to forget the definitions of the concepts they are using.

2 Value judgments about how much redistribution of GDP one would like to see, and about future levels of income taxation, even in a growing economy, might be infinenced by what is said by the Central Statistical Office in the March Economic Trends. For the period 1977 to 1988, and so omitting, for example, the effects of removing tax rates above 40 per cent, the CSO reports: "The main conclusion is that the distribution of

veable incompetence by the

market economists to support fall information. If we use quoLabour with a straight face", tations from your paper in manufacturers seem to be as long as your generous offer of charging "no reproduction tions, thus providing you with the yet another price rise fee" extends to quotations in advertising that reaches militors, no promotion fee. This the FT from industrialists.

Mr. D. R. Robb. of Maribor.

full information. If we use quotations in manufacturers seem to be doing well, having got away with yet another price rise ("Factory gate prices up 1.2 per the FT from industrialists.

It we use quotations in manufacturers seem to be doing well, having got away with yet another price rise ("Factory gate prices up 1.2 per the FT from industrialists.

It we use quotations in manufacturers seem to be doing well, having got away with yet another price rise ("Factory gate prices up 1.2 per the FT from industrialists.

It we use quotations in manufacturers seem to be doing well, having got away with yet another price rise ("Factory gate prices up 1.2 per the FT from industrialists.")

It we use quotations in manufacturers seem to be doing well, having got away with yet another price rise ("Factory gate prices up 1.2 per the FT from industrialists.")

It we use quotations in manufacturers seem to be doing well, having got away with yet another price rise ("Factory gate prices up 1.2 per the FT from industrialists.") Peter Verstage, managing director, Mekvale Envelopes,

Behind a rare show of cross party support household income has become more unequal over the eleven

From Mr Terence Higgins MP.
Sir, Your leader, "Labour takes the next step" (May 9), was right to stress the importance of bipartisan support for reforms designed to improve the quality of public services.
You stated that "such crossparty support for institutional reform has become rare enough to merit comment in its own right".

its own right".
In fact, this has been due to a significant extent to the work of the Treasury and Civil Service Committee - and particularly that of its sub-committee under the chairmanship of Mr Giles Radice (Lab, Durham North) – which in successive reports has played an impor-tant role in ensuring all party support for the Next Steps ini-tiative.

In our most recent report (Eighth Report, 1989-90, The Next Steps Initiative (11C481)) the committee said that: "The Next Steps Initiative is the most ambitious attempt at civil service reform in the twentieth century. The sustained interest of parliament and all democratic parties is crucial to its initial success, its medium-term development and its long-term durability as a more efficient, open and accountable way of conducting public busi-

In our concluding paragraphs, we recorded that there was general agreement that Next Steps was a generally neutral reform, and stressed that the non-partisan character of the reforms must be main-

The all-party support given by the Treasury and Civil Ser-vice Committee has helped establish the confidence of all parties in Next Steps being "a piece of transferable technology" operable by governments of any political persuasion. The speech by the shadow chancel-lor specifically recognised the work done by the Treasury Committee in ensuring the allparty support for the Next Steps initiative. Terence Higgins, Treasury and Civil Service Committee,

Fax service LETTERS may be issed on 071-673 5936. They should be clearly typed and not hand-written. Please set tex mechine for the resolution.

House of Commons, SW1



Central and Eastern Europe. And now, in post-Revolutionary Czechoslovakia, Motokov a.s. is more active than ever in the most competitive Western markets. This year, we expect to double our automotive exports. Motokov is cooperating with some of the West's largest companies, importing and distributing their products in our markets. We import high technology and raw materials. We arrange joint ventures. We negotiate barter and countertrade.

but now the free market has arrived in

It took a long time,

And we provide financial services. Motokov is Czechoslovakia's largest trading company, with a turnover of about \$2 billion



a year - and we're one of the largest companies in all of Eastern Europe. We operate 20 subsidiaries in 16 countries on five continents. With business connections in 110 countries, the Motokov family of 1.300 employees has solid experience in virtually every international market_

Traditionally, our main export product lines have been automobiles, trucks, tractors, agricultural machinery and tires. Our Skoda, Tatra, Zetor and Barum brand names are well-known. But now we're seeking to broader our horizons with new ventures, bringing our 40 years' experience to new markets. In Eastern Europe, no one else is big enough, or skilled enough, to fill our shoes.

Tel.: 42.2.414 1111, Teles: 121 882, Fat: 42.2.434 616, Na strži 63, 140 62 Prague, CZECHOSLOVAKIA

MOTOKOV as

FINANCIAL TIMES

Monday May 20 1991



Populist Boris Yeltsin faces stiff challenge from conservative former Soviet prime minister Nicolai Ryzhkov

Battle for Russian presidency begins

By Leyla Boulton in Moscow

THE RACE for the presidency of the Russian republic, to be decided in the territory's first direct leadership elections, opened at the weekend. The republic's most popular politi-cian, Mr Boris Yeltsin, is pitted

cian, Mr Boris Yeltsin, is putted against Mr Nikolai Ryzhkov, former Soviet prime minister.
Other candidates to be formally registered today for the presidential contest on June 12 include Mr Vadim Bakatin, liberal former Soviet interior ministration. ister and now an adviser to Soviet President Mikhail Gorbachev. Another is General Albert Makashov, a Commu-Albert Makashov, a Commu-nist hawk who rose to fame last year by accusing Mr Gorb-achev of betraying the national interest through his "permis-sive" foreign policy.

The election will give Russia,

UK heads

corporate

By Richard Waters

hospitality

FORGET those myths of Britain's industrial decline.

There is, at last, proof that the British executive holds sway

where it really counts: the

Not to mention the corporate hospitality suite, the business-class hotel and the company

car. For few executives else where in Europe can rival the British when it comes to

spending their companies'

money on entertainment and travel.

The survey sponsored by Visa International interviewed

visa international interviewed 10,000 people across Europe. The world's largest payment systems company found that wining and dining, rattling up extravagant hotel bills and doing "business" miles in company for the property of the proper

pany cars are all skills honed

to a high degree in the UK. The British splash out \$6bn a

year on entertainment, com-pared with the \$8bn spent by the Germans and the \$7bn of

the French. But, per head, they are unbeatable, Visa says. The average British execu-

tive spends \$3,370 a year trying to impress his business con-

Italian wines. Spanish executives have edged into a respect-

able second place with \$3,055

each. French managers come

The average German busi-

nessman entertainment spend-

ing is only \$2,595 a year –

though that is still far more

than the typical Portuguese, whose \$1,104 a year puts him at the bottom of this particular

The Britons' success owes

much to the new forms of cor-

porate fun they have discov-

third on \$3,036 apiece.

Euro-league.

table in

which was ruled by a heredi-tary monarchy until the 1917 Bolshevik revolution, its first directly elected leader.
It will also create a powerful

counter-balance to the might of Mr Gorbachev, who was elected Soviet president by par-liament but has not yet stood for direct election.

The Russian Congress of

People's Deputies is to meet tomorrow to put the finishing touches to legislation to define the powers of the executive presidency. Communist party hard-liners plan to fight to dilute the legislation, already much watered down.

An earlier draft made the president commander in chief of the armed forces (as yet nonexistent) but the latest version simply states that the president must guarantee the republic's national security. Another possible source of contention, though, is the draft's stipulation that the president cannot belong to a political

party.

Mr Yeltsin, who favours radical political and economic reform, quit the Communist party last year, but many of his rivals still belong to it.

He is almost certain by the

the Russian election but he faces a stiff challenge from Mr Ryzhkov, known as "the weep-ing Bolshevik", who enjoys the support of conservatives in industry, the army, and the Russian Communist Party. Each man has chosen a hero of the Soviet war in Afghan-

istan as his running-mate. Mr Ryzhkov, who resigned the

Soviet premiership in December after a heart-attack, has nominated Colonel-General Boris Gromov as for vice-president. The general, who led Soviet forces out of Afghanistan in 1989, is now a Soviet deputy interior minister who favours tough law and order

up with Colonel Alexander Rutskoy, head of a reformist parliamentary group called Communists for Democracy, which helped him fight off hard-line attacks at a meeting of the Russian euper-parliaof the Russian super-parlia-ment two months ago.

The nomination of Col Rut-skoy, an air force pilot who

was made a Hero of the Soviet Union after escaping capture by Afghan rebels, is a deft

move by Mr Yeltsin to lift his support among the party rank-

Building on his new states-manlike image, Mr Yeltsin called at the weekend for fair play in the election, after an unclaimed bomb-blast had devastated the headquarters of

astated the headquarters of Democratic Russia, the umbrella group which supports his candidacy.

• Reuter reports: A Lithuanian border guard and a Byelorussian policeman have been killed in separate attacks near the border between the two Soviet republics. Lithuanian radio said yesterday. Mr Gedi-minas Vagnorius, Lithuanian Prime Minister, said the Byelorussian was shot after he opened fire at guards in Lith-uania's Salcininkal region.

Pretoria tries to end Zulu spears controversy

THE South African government will this week seek to resolve its dispute with the African National Congress, which announced at the week-

Mr F.W. de Klerk, the president, is due to meet the Zulu-King Goodwill Zwelithini

UK prime minister, who is visiting South Africa, may also argue for the banning of spears at a planned meeting with Zulu Chief Mangosuthu Buthelezi, head of the Inkatha

because the sight of bands of men armed with "cultural

but his failure to act before an ANC-imposed deadline last Thursday caused the ANC's

In a move likely to prove popular in South Africa's black townships - where the ANC is often accused of compromising too easily with Pretoria – the organisation has decided to maintain pressure on the government to meet its demands for measures to end the violence.

strike. It has refused to participate

likely to have little practical impact. No progress on consti-tutional talks had in any case been expected before the ANC elects a new leadership at a conference in early July. The ANC statement at the weekend suggested that it would participate with the government in a later conference, to be convened by religious leaders. This should

mise on the issue.

By Patti Waldmeir

end that it would boycott talks on a post-apartheld constitu-

early this week to discuss the banning of spears and sticks, which Zulu leaders claim are "cultural weapons" but which the ANC says provoke town-

The government and the ANC reached outline agreement 10 days ago on measures to end township violence, but final accord has been delayed over the spears issue.
It is understood that Mrs Margaret Thatcher, the former

Freedom party and a man with whom she developed consider-The ANC has insisted that such weapons be banned,

weapons" has often sparked the township violence which has left nearly 10,000 people Mr de Klerk is understood to be willing to take such a step,

If, as expected, Pretoria agrees to ban spears, the ANC will then pursue other demands included in its April 5 ultimatum. These include prosecutions of police officers involved in township killings; more powers for a judicial violence: disbanding of counter-insurgency units; and the sacking of the ministers of law and order, and defence, although ANC officials acknowledge privately that this last demand is unrealistic. The ANC will not attend a peace summit to be convened by the government later this week in Pretoria. Instead it will carry out a campaign of consumer boycotts, mass dem-onstrations and a general

in constitutional discussions with the government or in a proposed all-party congress scheduled for later this year to prepare for formally drawing up a new constitution. The last of these measures is

form the basis of a compro-

The political economy of interest rates

OST current dis-cussion of the interest rate debate paints a very simple black and white picture. In the white corner are the authorities, speaking with one responsible voice for caution. In the black, a gaggle of irresponsible Tory newspapers and backbenchers, agitating for one last dash for growth before it is politically too late. In the middle, the prime minister as referee.

This is hardly even a carica-

This is hardly even a carica-ture of what is, in fact, a com-plicated political struggle and a highly debatable piece of eco-nomics. The chancellor is indeed a hard-liner; but his varies for seems to be critical. main fear seems to be cutting rates so far that he might have rates so far that he might have to edge them up again. This would be bad for his personal reputation, but might be a good deal less than fatal for a government threatened at the moment by a general collapse in voter confidence – with one in three, according to a poli last week, in momentary fear of unemployment. The prime minister, with longer experience of economic management, may well lean to a different conclusion economically – but must suspect his own political motives, for time is short.

The Bank of England has its own problems. It is well aware of the downside of economic risk, which is hucidly set out in

or the anwiside of economic risk, which is lucidly set out in its current bulletin: consumers and companies may be so con-cerned to get out of their pres-ent precarious debt position that any recovery will be

delayed and weak.

It is also, though tentatively, a good deal more optimistic about the inflation outlook than ministers yet sound. It suspects that both price and wage trends are weaker than official figures would suggest - and these are in any case a lagging indicator, as it

This sounds like a case for taking some risks with further cuts, but banking politics are against this. The Bank is con-cerned with its credibility in the markets (which tends to mean that policy moves at the pace of the slowest), and especially with its European cre-dentials. An independent cen-tral bank might choose to run some risks, as the Fed has cau-tiously done. A bank which is legally a creature of the Treasury must constantly assert its independent judgment, as even when White House pressure is too obvious and vocal.

None of this political manoeuvring would matter much if the economic case were as simple as the chancellor, to take the most important example,



By Anthony Harris

makes its sound. Growth can only be resumed when inflation has been brought down to European levels (and especially wage inflation); until then, it is appropriate that interest rates should move only with one of the many definitions of inflation. But there is an implied chain of reasoning here which is suspent at every stan.

chain of reasoning here which is suspect at every step.

First, it need not be true that even accurately defined inflation must be a constraint on growth. Traded goods inflation is indeed important; but as the Bank itself points out, it is

It is only a few months ago, indeed, that our joining the ERM was greeted as an adequate long-term anti-inflationary

policy, as it has proved for all other members here that wags growth has moderated already, and that any recovery should lead to a sharp improvement in produc-tivity. In any case, as the bulletropy. In any case, as the outsettin says, any remaining cost problems here will, in the end, be contained by our membership of the ERM.

It is only a few months ago, indeed, that our joining the

ERM was greeted as an adequate long-term anti-inflationary policy, as it has proved for all other members. It also pro-vided, for a short time, an external constraint on domestic interest rates; but now that the pound has risen within the system, interest rates policy has taken on a perverse life of its own. Hence the chancellor's nursery-school homilies. The main remaining cost

developed economies, partly because of health costs. This is partly a matter of structure partiy a matter of structure and of psychology: too many hig services are virtually cartels, while ordinary British consumer services, like restaurants, try to push up their many gins in hard times where their US counterparts would try to keep their custom by price-cutting in any case, the public keep their custom by practicating. In any case, the public sector as a whole is the busiest UK cost problem: this reflects some necessary catching and (teachers, for example), and irresolution among public sector employers. These matters have nothing to do with moutants policy. tary policy.

Nor, for that matter, do the monetary aggregates, which have been growing at half the pace of a year ago. It is an odd world in which the most techworld in which the most tech-nical monetarists on the US Federal Open Market Commit-tee find it much easier to make a case for cutting already low rates than our seat of the trai-sers pragmatists do for cutting our high ones. Indeed, we so longer have anything which can be dignified as a monetary policy, simply an interest raise policy, whose only comprehen-sible target is to look tough. sible target is to look tough. This is politics, not accommiss

In any case, there is no come even argued for a squeeze which is steadily tightening in the terms which matter to business - the expected real cost of of borrowed funds; you that is precisely what our noise policy is delivering. While money-market rates here have been allowed to fall by than percentage points, much of the has been eaten up in wider hanking sureads and (justification). has been eaten up in wider banking spreads and (justifi-ably) higher risk loadings. The Bank of England confessed in the House of Commons that it does not know what rates are actually charged; this can only be because it does not really want to know.

The risk on this approach to policy is that companies will initiate a second leg in the recession in their effort to avoid real borrowing costs which prospectively are now into double figures for some: and that when industrial confidence has been destroyed in this way, the government will panic and cut rates by an amount which will destory financial market confidence in the UK. The Fed, which can smell a crisis of financial confidence pretty sensitively, is relaxing quickly — as did Mr Voicker in rather similar circumstances. This careful experimenting is not half as risky as British slogan-monger-

Pressure rises for cut in UK interest rates

ered in recent years. Company son, to Wimbeldon and Henley. "hospitality suites" now domi-

Rachel Johnson, Economics Staff, in London

THE British government faces immediate and widespread pressure to cut interest rates after hopes of a consumer-led recovery to lead the economy out of recession today faded. Retail sales volumes remain no higher than a year ago

while there has been a further "dramatic decline" in the sales of motor traders, according to the April survey of the distrib-utive trades carried out by the Financial Times and the Confederation of British Industry (CBI), the country's employers'

"While the worst of the decline in the high street is probably behind us, a sus-

some way off," the CBI said. Its findings are likely to renew calls for Mr Norman Lamont, the chancellor of the exchequer, to stimulate economic growth by easing the cost of borrowing.

nate all big UK sporting

events, from last Saturday's showpiece of English soccer,

the FA Cup Final at Wembley

Stadium, which marked the opening of the hospitality sea-

The Treasury yesterday said: "A recovery will be caused by a consumer revival in confidence, in response to falling inflation and lower interest

The release, however, of a string of economic figures this week is likely to reopen the fierce political debate on the economy which erupted last week after the government announced another sharp rise in unemployment, taking the jobless total to 2.175m in April. Both Mr Lamont's inaction and the recessionary evidence expected this week are sharpening hopes in the City and at Westminster of another half

Start of the corporate entertainment season: a capacity crowd sees Tottenham Hotspur beat Nottingham Forest 2-1 at Wembley Stadium, London, in the FA Cup Final

of the typical British business-man are the \$2,150 a year spent on hotels (bettered only by the

Germans, who managed \$2,219) and the \$1,964 on petrol (behind only the Italians and

percentage point cut
The CBI/FT survey backs up market expectations that the official retail sales volumes for April, released later today, will reveal a sharp monthly drop of up to 4 per cent. Such a drop would take the annual rate to minus 2.9 per cent, the lowest for more than a decade. Today's survey also shows spending in retail outlets

severely depressed in April, even after a 3.6 per cent surge in March official retail sales volumes. This was entirely provoked by shoppers hurrying to beat the April 1 deadline for VAT and excise increases announced in the Budget. Later in the week, gross domestic product figures are

expected to show that the economy has been in recession for the third quarter in a row.

All that money, though, may

not be helping to win new

export orders for the UK. The British are way down the air

travel league, and few of their hotel bills are picked up

The opposition Labour Party called for an immediate cut in interest rates before the retail and national income figures had even been released Details, Page 6; Editorial Comment Page 16

India's day of the lotus, hand or wheel

gress, the BJP and the Janata Dal are the main parties in the north. But throughout India 38 Continued from Page 1
Hanson in reducing ICI's
53,000-strong UK workforce.

The London Stock
Exchange has privately criticised Hanson for waiting 24
hours to announce Tuesday's
conviction of a 282 page cert parties - many of them small, regional groups - are also participating.
Though the campaign has been less violent than many

question how "free and fair" this poll will be. "We will do our damnedest to prevent booth capturing", said Mr T.N. Seshan, the chief election commissioner in a statement ver-

local thugs who passed through the polling booth

countless times by simply rub-bing off the "indelible" mark. In western Uttar Pradesh during the last election I saw the dominant "jat" farmer caste in a village preventing the "hari-jans" (untouchables) from approaching the polling booth.

And yet the miracle of an Indian election is that some-

ceived as the collective choice. Of the 514m electorate, 194m will go to the polls today. Among states voting are the union territory of Delhi, Rajasthan, Haryana, West Bengal and parts of Bihar, Uttar Pradesh and Madhya Pradesh. No clear sense of direction, Page 16



AIBD (Systems and Information) Ltd., Seven Limebarbour, Docklands, London E149NQ. Fax 071-538 4902. Or telephone her on 071-538 5656.

defensive plan Continued from Page 1

ICI finalises its

acquisition of a 2.82 per cent stake in ICL Hanson's shareholders should have been told "as soon

as possible", the exchange said, because the cost - £240m - amounted to more than five per cent of Hanson's net assets. The exchange told the group it had infringed the rule by

delaying its announcement

until just_before the market

WORLDWIDE WEATHER

closed on Wednesday.

had feared, more than 100 peo-ple have been killed. But unprecedented security precau-tions – including the deploy-ment of 640,000 para-military forces and 1.5m state police and home guard - have been taken in an effort to minimise violence on the three days of

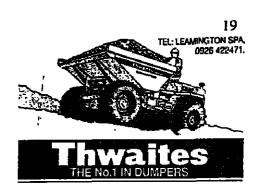
With political parties deeply divided over issues of religion and caste, it remains an open

missioner, in a statement yesterday which suggested that in some states it could be uphill

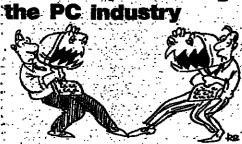
India's traditional protection against electoral fraud is to stamp the thumb of a voter with indelible ink when he enters the polling booth. But this is by no means full-proof. In Bihar, people complain that when they arrived to vote during the last election, they found their votes had already been cast. Politicians had hired

how the overall result con-forms with what is widely per-

Monday May 20 1991



Profits squeeze bugs



Stagnant sales and a bitter price war in the US personal computer industry is squeezing manutacturer's profit margins and forcing rapid consolidation among distributors. Compaq Computer sounded the alarm last week when i warried of a steep decline in sales and earn-ings in the current quarter. Now Apple Computer is expected to announce large scale layoffs as it struggles to maintain profit mar gins, and fBM is reported to be about to cut the prices of some of its personal computer products for the second time in a month. Page 21

Bank of Scotland rating cut Bank of Scotland has had its credit rating cut by Moody's Investors Service, the US credit rating agency. The rating change could increase the cost of rating new capital for Bank of Scotland, especially if its follows other UK clearing banks into the rating-sensitive US market Page 20

Sincapore Airlines

has unveiled a 24 per cent decline to

S\$912m (US\$515m) in

Singapore Airlines fall 24%



after-tax profits for the year ended line said business **AIRLINES** the Gulf crisis, the strength of the Singapore dollar and rising fuel costs. Revenue fell-2.8 per cent to S\$4.95bn. Page 21

Pilkington to sell US group PILKINGTON, the glass-maker which has been selling non-core activities, is putting Coburn Optical Industries, part of its US eye care business, up for sale. Employees were told last Friday. Page 20

New look for World Indices

The FT-Actuaries World Indices have undergone their first complete review after four years of publication. The changes follow a detailed review by the World Index Panel of each of the 24 markets and, within them, every constituent company and kine of stock, Page 20

Market Statistics

Euromarket turnover FT-A World indices FT/AIBO left bond swca Money markets New int bond issues Traditional options US money market rates

"Companies in this issue

Bank of Scotland

Pilkington Res Holdings Serco Westerly

VEV loses FFr800m as debts mount

. THE FINANCIAL TIMES LIMITED 1991

VEV, the struggling French textiles group, has finally announced net losses of FFr800m (\$137.7m) for 1990, confirming the worst forecasts about its situa-

tion.

The group, rescued from bankruptcy by a temporary financial
lifeboat provided by its bankers
and the French government, said
its operating losses totalled
FF1270m as sales fell by 14 per
cent to FF15.70m.

The debt-ridden group said that net financial expenses that net financial expenses amounted to FFr52Im.

VEV complained that the deterioration of the financial markets after the Iraqi invasion of Kuwait last August had prevented it from selling off subsidiaries to reduce debt. The disposal of Pennel & Flipo, Sublistatic and Gravograph (a management buyout which has not yet been finalised) should bring in around FFr450m of exceptional gains this year, it said.

year, it said.

The VEV board gave its final agreement on Friday to the terms of the rescue package worked out with its bank creditors under the anspices of the French government's industrial reconstruction

The deal provides for the banks to abandon FFr200m of short-term credits about half of VEV's short-term debt and to consolidate FFr500m of medium-

term debt into long-term participating loans. A moratorium is expected on a further FFr1.3bn of debt once an audit of the company has been completed.

The board confirmed the depar-ture of Mr Christian Derveloy, who built the VEV group out of the Prouvost company he used to manage and the textile remnants of the Boussac empire. His replacement as chairman and chief executive is Mr Régis Bello, former chief executive of the Dewayrin group, which owns Dickson Constant, the blinds

The final revelation of VEV's 1990 losses, which were originally due to be published three weeks ago, has renewed questions about the information published by the group last year.

The Commission The Commission des Opérations de Bourse (COB), the stock market regulator, has opened an investigation into VEV, which had claimed in the offer document accompanying a FF7354m rights and convertible bond issue last July that it would return to profit in 1990.

Only a few months after this issue, VEV reported first-half losses of FFr68m, and then provided no new information to shareholders on the worsening of its situation until the end of

Spurs faces new financial crisis

By Roland Rudd in London

TOTTENHAM Hotspur's financial crisis deepened last night with news that the Italian Club Lazio is polsed to call off the transfer of Mr Paul "Gazza" Gascoigne, the London football chib's leading player.

Mr Gian Marco Galleri, Lazio chairman, said the deal would almost certainly be called off

almost certainly be called off once Tottenham confirmed officially the seriousness of Mr Gescoigne's injuries.
The London club, commenting

after an operation on Mr Gas-coigne's injured knee yesterday, said the player would definetely miss the start of the next season. He sustained the injury 15 minutes into the Football Association Cup Final on Saturday at Lon-

There are fears that Midland, owed up to £11m (£19m), will put Spurs into atministration. The club is in breach of its interest cover and owes up to another cover and owes up to another sam to other people including directors of the club.

It has been told by Midland that it needs to sell some of its

assets to pay back some of the debt before other financial actions such as an equity injec-tion can take place.

The board has already rejected a proposal from Mr Terry Vena-bles, the Tottenham manager, to inject new equity into the club. A Tottenham board member last night said that Midland had made clear it was not willing to wait much longer for the debt to here is a story - possibly apocryphal - of a London advertising agency shooting a cigarette advertisement on the south coast of Britain when the art director ordered thousands of pounds-worth of his invourite caviar for the crew. Hours later the caviar arrived. It was the wrong type. The art director threw it all away.

The caviar era is over for Europe's advertising agencies. The economic slowdown has already forced them to curb their extravagance. And last week, Ms Vasso Papandreou, the Greek commissioner for social affairs, persuaded a majority of commissioners in Brussels to approve a draft directive in effect bauning direct and indirect advertising of these and tabases are directive in these

direct and indirect advertising of tobacco and tobacco products in the EC after 1992.

Although she has the emotive public health argument in her favour, Ms Papandreou, herself a smoker, faces a struggle to convince some member states that the directive is legally enforce-able. One senior official said: There are a lot of consequences that have not really been thought through."

This is likely to worry the

This is likely to worry the British, Dutch and German governments, which could collectively block the measure, possibly supported by Denmark.

The directive has not had an easy ride. Five of the 15 commissioners who voted on the measure. sure at last week's meeting opposed it. They included promi-nent trade liberals like Sir Leon Brittan, responsible for competi-tion, and Mr Martin Bangemann, who has to embrace the directive as part of his internal market portfolio.

Their objections are echoed by Their objections are echoed by some member states, which argue that the directive would:

• Restrict freedom of speech by limiting advertising for a product which can be legally manufactured and consumed in the RC

• Prove difficult to introduce as part of the single market pro-

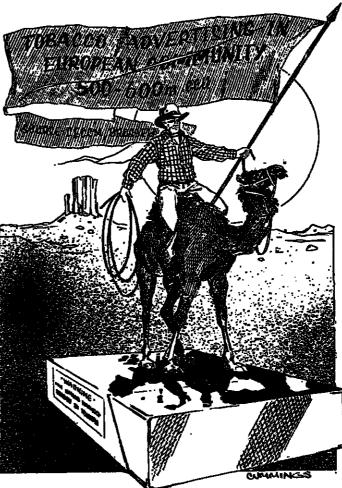
 Prove difficult to introduce as part of the single market programme for harmonising health and safety standards
 Create insuperable problems of legal definition and enforcement, particularly in the case of "indirect" advertising.
 Ms Papandreou and her supporters argue that the directive would not ban advertising, but restrict it to point-of-sale. This answers the tobacco industry's claims that its advertising is not aimed at recruiting non-smokers.
 Walle the arguments rage in While the arguments rage in Brussels, the European advertis-ing industry is counting the cost of the threatened ban. Tobacco accounts repres

ittle more than 1 per cent of the \$50bn spent on advertising in the EC in 1990. However, tobacco advertising tends to be profitable for agencies beause they generally work for the same multinational client across several coun-

The Marlboro cigarette account, held in nearly every European country by Leo Bur-nett, the private US agency, is said to be one of the most profit-able in the industry.

Tobacco ad ban faces a bumpy ride

Alice Rawsthorn and Andrew Hill on doubts about the threatened curb



prestigious because they tend to be associated with creative advertising. Ironically this is a legacy of restrictions on adver-tising content, which encouraged agencies to experiment with abstract motifs such as the minimalist images of slashed purple silk devised by Saatchi & Saatchi for Silk Cut in the UK.

Agencies like Sastchi, Burnett and McCann-Erickson (a subisidiary of Interpublic, the US group, which works for Camel cigarettes across Europe) now isk losing their lucrative ciga-

They may be able to compensate by working on other forms of promotion. Mr Simon Mellor, a director of Saatchi, said many cigarette companies switched to direct mail when tobacco adver-

tising was banned in parts of Scandanavia. However, the threat of losing tobicco accounts comes at a sensitive time for the European agencies which are already under pressure because of the slowdown in advertising revenue. It also poses a problem for the media — notably magazines, newspapers and posters — which depend on tobacco advertising as

But the real concern of the Kuropean advertising and media industries is that the tobacco ban could open the floodgates for nian restrictions on other "sensitive" areas of advertising The European Commission is already considering areas such as pharmaceuticals, children's toys, cars and financial services.

Cigarette industry strikes back

By Philip Rawstorne in London

OVERALL tobacco consumption in the European Community - a retail market worth around \$50bn in 1989 - would not be affected by an advertising ban, says Mr John Lepere, chairman of the confederation of EC cigarette

manufacturers.

"The result can only be to limit choice; to block the free flow of information; to emasculate competition; and to inhibit commercial investment."

cial investment."
Industry analysts agree there is evidence to support at least some of these claims.

Tobacco advertising has been virtually non-existent in the Soviet Union and eastern Europe, yet US department of agriculture statistics show total cigarette consumption in those countries rose by 17 per cent between 1975 and 1989. International tobacco companies regard the region as one of their biggest potential growth areas.

Consumption has declined in some west European countries with restricted advertising, such as the UK and Netherlands, but it has risen in others. Cigarette sales in Norway are now 58 per cent higher than they were in 1975 when an advertising ban was introduced. In Portugal, they have increased 12.6 per cent since a 1981 ban. The initial effect of banning

advertising would be to freeze market shares and protect state tohacco monopolies such as those in Italy and France.

in Italy and France.
Profit margins of the tobacco
companies would increase as
spending on advertising stopped.
However, Mr Mike Nightingale,
tobacco analyst at UK brokers,
County NatWest, says: "I would
expect most companies to switch
some spending rapidle into other some spending rapidly into other forms of marketing - corporate advertising, point of sale and other promotional activity. In time, the reputations of the interthrough and they would gain market share.

When Italy introduced an advertising ban in 1961, Philip Morris had 0.5 per cent of the market. It now has 40 per cent. There would certainly be price competition if not a price war. "Price would become a prime marketing tool," says Mr Nyren Scott-Malden, analyst at

Without advertising it would also be difficult for companies to introduce new, and perhaps safer, products, he says, "Over recent years much digarette advertising, for instance, has been devoted to low-tar prod-

Economics Notebook

Robin Leigh-Pemberton, the Governor of the Bank of ingland, has been talking a lot while his warnings about

inflation and a premature low-ering of interest rates have hogged the headines, he has been no less voinble on other issues, including European eco-nomic and monetary union. in fact, the governor devoted more of his speech in Frank-furt last Tuesday to the pitfalls on the road to Emm than to criticising those "siren voices" in Britain and abroad which had called for monetary easing.
And Mr Leigh-Pemberton was
again warning of a rush to
Emu in Berlin on Friday.
The governor's willingness

to discuss Emu last week was in marked contrast to the attitude of Mr Norman Lamont, the Chancellor. He has remained silent on the issue even though both men spent the previous weekend with other EC central bankers and finance ministers discussing the current negotiations on

That was when Mr Jacques Delors unveiled his proposed "no veto, no lockout" rule. This would allow the negotiations on Emu to progress with no country (meaning Brifain) being able to veto the proceedings and no country being locked out of Emu if it decided against joining the others at the start of union or failed to match the economic criteria. required to join the club.

1

A neutral observer might have thought that Mr Delors' proposal - which appears to cast Britain in the slow lane of a two or multi-speed Europe would have prompted state-ments from Mr Norman Lam-ont or Mr Francis Mande, the financial secretary who has been doing a lot of the leg-work on Emu. But not a bit of it. All the House of Commons heard last week were some omies to deal with external dis-non-committal remarks from turbances when in a state of

UK government adopts eloquent silence on Emu

objections to the idea of two-speed Europe. He warned that monetary union for a small group of countries could create a D-Mark zone that would be counter to the interests of its members and the rest of the

Mr Leigh-Pemberton also gave four reasons why moving to Emu would be a herculean clear that even if the 12 member states achieved do price stability that would be an insufficient condition for success. The governor argued

• Emu would only be possible if the 12 economies had converged to the point where some countries no longer had to adopt consistently tighter policies than others.

• Patterns of behaviour in some member states would have to change so that all demenstrated the public commit-ment to price stability that has characterised Germany in recent years.

There would have to be no threat to the political accept-ability of a common monetary policy from policy differences. in other areas.

In particular, countries would have to achieve greater harmony on national budget ary positions with high-deficit countries like Italy coming into line with Britain's strong, low-

deficit budget policy.

The EC member states would have to achieve the necessary flexibility in their econrates became uniform throughout the Community, the burden of adjustment would rest squarely on domestic costs and prices in individual countries," he warned.

Most of the governor's speech had been planned before Mr Delors unveiled his latest proposals although the passage casting doubt on a two-speed Europe in his Frankfurt speech was inserted in response to the new Delors initiative.

Although his remarks amounted to a robust explana-tion of why the BC member states should not rush to union, they gave no detailed insight into current intergovernmental negotiations on Emu or the UK's attitude owards them.

in this respect, the silence of the Treasury over the past week has probably been as elequent as the governor's

Emu, one of the great political issues of 1989 and 1990, has dropped out of the headlines since the 12 member states settled down last December to negotiate a monetary union treaty in the intergovernmental conference (IGC).

Rinu fatigue has set in among commentators, in part because of the sheer complexity of the negotiations, where only the dedicated officials attached to the conference have been able to keep track of the dozens of proposals advanced by the member

Mr Delors' proposal suggests the prime minister on Tuesday. union.

It was left to the governor, in "If ever exchange rates were now be coming to a close and Frankfurt that day, to raise to be fixed and official interest that Emu will move back into the centre of political debate.

That certainly appears to be the intention of many Conservative backbenchers, headed by Mr William Cash, who are preparing a Commons motion intended to ensure that the government adopts a tough anti-federalist position in the IGC negotilations. IGC negotiations.

Such a move would be unwelcome to the Treasury, which takes the view that time should be left to work in Britain's favour. Treasury officials seem to consider that Emu is too far in the future to generate much worry at pres-ent. They argue that the member states are a long way from agreeing a draft treaty let

This attitude was reflected in Mr Lamont's remarks after the recent Luxembourg meeting that "a million questions" still had to be answered about Emu and many of them were posed by other countries.

But if Mr Cash's action is unwelcome for the Treasury, it is potentially damaging for Mr Lamont and the prime minis-ter. The European issue could loom again as a threat to Conservative party unity.

So will Mr Lamont comment on Mr Delors' latest plan? The chancellor is scheduled to address a prestigeous conference on Emu in London on May 30 organised jointly by the Royal Institute of International Affairs and the Association for the Monetary Union of Europe.

Other speakers expected at the conference include Mr Karl Otto Pöhl, the now outgoing Bundesbank president, Mr Gio-vanni Agnelli, chairman of Flat, Mr Philippe Maystadt, Belgium's finance minister and Sir Leon Brittan, the UK's senior commissioner in Brussels.

But 10 days is a long time in politics. The pressures will be growing on the chancellor to break his silence on Mr Delors and Emu before .then.

Peter Norman

Dalgety paves way for move into Europe

By Roland Rudd in London

DALGETY, the food and agribusiness group which owns Spillers, Homepride and Golden Wonder, is expected to announce today that it has cleared the way for a major European acquisition by dis-posing of its US produce inter-

The group believes it has a strong enough balance sheet to buy a European ingredients or pet food company worth up to £200m (\$346.00). The new business would then be merged into its Lukas Ingredients or Spillers Pet Food division. Dalgety's borrowings have fallen from more than \$250m two years ago to around £70m

and are expected to fall further by the year end following stringent action by Mr Maurice Warren, chief executive, since October, 1989. The company once had pretentions to being a worldwide conglomerate with businesses in Europe, the US, Zimbabwe

and Australia. Mr Warren

however, has returned it to its core food and agribusinesses. Today, the company is due to announce its last main disposal, the sale of its US produce interests for around \$25m to a Californian consortium. Despite annual turnover of \$150m the American business made disappointing pre-tax

Mr Warren plans to dispose of the group's remaining stake in Dalgety Farmers, the Australian farm services company. It recently cut its 65 per cent stake to 41 percent.

Dalgety will have only one major business left outside Europe, the US Martin-Brower fast food distributor. Mr Warren has no plans to sell the business which he believes is

Explore the power of Nikkei



Nikkei of Japan is one of the world's leading financial publishing companies. Providing clients with a global financial overview that gives facts and figures, incisive comment and detailed analysis.

Operating in three distinct fields, Publishing, Broadcasting and On-Line Data Information, Nikkei has the power to provide business people with advertising in a powerful medium, subscription to a powerful voice and access to an information database, a powerful tool. In fact the business information that is vital to making informed business

Nikkei's enormous news gathering resources have been firmly focused on providing Europe with a comprehensive business intelligence information service that quite simply is

Discover for yourself how the power of Nikkei can give your business the information to make intelligent decisions.

NIKKEI Discover the power.

For further information please contact Fiona Skelding at Nihon Keizai Shimbun Europe Limited

Bush House, North West Wing, Aldwych, London WC2B 4PJ Tel: 071-379 4994 Fax: 071-379 0378 Telex: 918553 NIKE G

Pilkington to sell **US** eye-care group

PILKINGTON, the glass-maker 30 which has been selling noncore activities, is putting Coburn Optical Industries, part of its US eye care business, up for sale. Employees were told last

Friday.

Pilkington is thought to be looking for a good premium to Coburn's net asset value of about \$50m (£28.9m). Coburn has annual sales of \$80m, mainly in the US. It supplies opticians shops with equipment to finish off spectacle

Although Pilkington also makes and sells lenses to opticians, there proved little to be gained by owning Coburn as

Coburn was part of the eyecare business bought from Rev-lon in 1987 for £361m. That ecquisition turned sour when the IIS contact lens market collapsed, and Pilkington has had to take severe action, cutting

per cent of its The future of the US contact

for selling businesses is diffi-

arready soid accounted for more than £100m of the group's sales — which totalled £2.9bn in 1989-90 — but in aggregate these subsidiaries were loss-making.

retail cycle arrives.

Brent Chemicals

Brent Chemicals is acquiring

Chemical Ways Corporation, a supplier of speciality metal pretreatment, abrasive and coil

coating products based in Chi-

cago and Memphis, for a total consideration of \$8m

Ytong (Germany)

Laussig (Germany)

Butler Cox (UK)

Village Roadshow

Mor-Flo Industries (US)

Precision Software (UK)

Pennine Resources (UK)

Hunter Douglas Holding

Tilbury Phoenix (JV)

SECTOR

Building materials

Computer

Oil & gas

Property

Window

Telecoma

Entertainment

Waters heaters

S Africans continue building Etam stake

By Jane Fuller

OCEANA Investment Corporation, a vehicle for a South African retailing con-cern, continued to build its stake in Etam, the UK fashion chain, last week while considering whether to mount a full

It bought about 850,000 shares on Friday at between 178p and 185p – the maximum at which it would bid – and took its stake to 26.5 per cent. This compares with the 25.1 per cent level reached through its tender offer for which the striking price was 185p, putting a value of £121m on the

The offer was about 11 per Etam's board has stated that it would not recommend an offer at 185p. It maintains that

BIDDER/INVESTOR

RMC Group (UK)

RMC Group (UK)

Group (UK)

Emerald (US)

Tilbury (UK)/Philipp

SA Brewing Holdings

Software Publishing (US)

lens business has been under review, although the proposed sale of Coburn is not believed to give any indication as to Pilkington's other plans. for

The sale of Coburn is expected to take time as Goldman Sachs, which will handle the auction, is to seek interest around the world. The market

cult at present.

Over the past 15 months
Pilkington has raised almost £100m through sales of non-core businesses, and there is scope for further sales apart from Coburn. The businesses already sold accounted for

Purchase marks Serco move into leisure management substantial benefits will flow By David Owen from its heavy investment pro-

Moody's

cuts Bank

of Scotland's

credit rating

BANK OF Scotland has had its

credit rating cut by Moody's Investors Service, the US

redit rating agency.

The rating change could increase the cost of raising new capital for the bank, especially if its follows other UK

clearing banks into the rating-sensitive US market.

On Friday, Barclays launched a \$500m, 30-year sub-ordinated debt issue in the US.

Moody's has lowered the senior debt rating by one notch from A-1 to AA-3, citing further deterioration in the bank's asset quality as the

Subordinated debt is cut

from A2 to A3 and preference

shares from A1 to A2. The bank's top Prime-1 rating for

short-term debt instruments is not affected.

eason for the cut

gramme once the upturn in the Serco Group is acquiring Community Leisure Manage-Mr David Hudson, a director of Campbell Lutyens Hudson, the investment bank advising ment (CLM) for an undisclosed sum in a move that will mark the diversified business ser-Oceana, said they had been encouraged by the result of the tender offer and a hostile bid had not been ruled

rice group's entry into the management of local authority-owned leisure facilities.

CLM manages leisure facilities on behalf of local authorities in Bezhill, Market Harborough and Tenterden, as well as providing consultancy services. Serco's existing work for local authorities includes vehicle, highway and traffic signal maintenance.

In 1990 Serco saw a 20 per cent advance to £4.32m in pre-tax profits on £78.4m turn-

CROSS BORDER M&A DEALS

COMMENT

Purchase via

associate

Agreed bid

Anglia ups

All paper deal

European links

HD buying

stake

per cent

Tilbury

dea!

Cash + paper

RMC strengthens

German presence

SA doubling US

VALUE

£33.7m

£14.3m



One of Westerly's Conway yachts in action

Westerly yacht building ends as recession bites

The spottight was on smaller mergers and acquisitions in the international arena last week, writes Brian Bollen.

in the latest in a series of deals in the US magazine industry, UK publishing and information group Reed international is expanding its US interests by buying the Broadcasting trade

in financial services, Barclays continued the piecemeal sale

of its consumer finance business, agreeing to sell the third party motor loans business of Mercantile Credit to GE Capital

italy is buying the company's land cable products unit.

Activity revived in Europe's building materials sector. RMC

Group of the UK is strengthening its position in Germany's

aerated concrete market with two separate moves. It is lifting its stake in Ylong, one of Europe's biggest producers, to 82 per cent (from 29.8 per cent) and buying Laussig of eastern

UK construction and property group Tilbury is building up its European links by forming a property development joint venture with German contractors Philipp Holzmann and Girozentrale Bank of Vienna.

Ambitious UK leather and hoslery group Hartstone is

continuing its recent rapid expansion by buying three more

double its share of the US water heater market with its acquisition of Mor-Fio industries. Computer Services Corp

Adelaide-based SA Brewing Holdings says it will more than

Canada's Northern Telecom is disposing of another piece of

Strategic buying and selling continues to be the marker's

TOUGH economic conditions and increased VAT have taken their toll on Westerly, the West Midlands boat builder and shoe manufacturer, which announced that its yacht building subsidiary ceased produc-tion last Friday.

The company said that the ending of production at the subsidiary, Westerly Yachts, was "due to extremely difficult current economic condi-tions . . . and the lack of orders following the increase in VAT to 17.5% in the Bud-

Mr Harry Balmer, appointed managing director in March, said that re-starting production may be possible as and when market conditions improve.

magazine from Times Mirror.

o it ac

the US to form a global consulting group.

Since September 1990 the subsidiary has substantially reduced its operations and in the period the number of jobs have been cut from 450 to 154. Mr Balmer said that about 10 employees would be retained

employees would be retained to oversee the disposal of assets. These include about 40 new and trade-in yachts.

In the year 1990 the subsidiary had turnover of £12.1m and incurred a trading loss of £364,000, before exceptional items, on capital employed of £4.26m.

Group, practice, profits, of

Group pre-tax profits of Westerly rose steadily to a record film in 1988 but fell to £718,000 in 1989 and in the first half of 1990 showed a loss of £284,000.

Changes of FT-Actuaries World Indices after complete review

AFTER FOUR years of publication, the FT-Actuaries World Indices have undergone their first complete review.

During this time the indices have gained wide acceptance among international investors. They serve as a yardstick for the world's urincipal stock markets. iney serve as a yamsuck for use work's principal stock markets. In addition, they offer a sophisticated medium to investors wishing to peg the performance of their portfolios to an independent measure of the changing relative values of groups of markets.

relative values of groups of marlets.

The World Index Panel has carried out a detailed review of each
of the 24 markets and, within
them, every constituent company
and line of stock. It has also
reviewed the FT-AWI rule book
and amended rules where necessary to reflect better the realities
of international investment.
An article explaining the back-Sary to retect better the resultes of international physimens. An article explaining the back-ground to these changes will be published in tomorrow's FT.

Additions: None. Deletions: Can-tral Norseman Gold and AWA. AUSTRIA:
Additions: EVN, OeMV AG and
Universale-Bau. Deletions: Constantia and Leipnik-Lundenbur-

ger. BRLGIUM:

Additions: Asiborg Portland Pref., Asrhus Oliefabrik B, Bang & Olufsen B, Bikuben, Codan,

FRANCE: Additions; Bon Marché, CCF, CGIP, Labinal, Legris, Pechinsy Intl. and UAP. Deletions: Etex, Gaumont, Immobanque and

Addition: FAG Rugeinscher Fret. Deletions: Asko Deutsche Kaufhaus Pref., Boss (Hugo) Pref., Didier Werke, DLW, Gerresheimer Glass, Goldschmidt (Th.), HEW, Herlitz Ord. & Pref., Ind. Werke Karls Augs., Industrialized Dayle Pall and Sale

Addition: Power Corp. DELE-TIONS: none. ITALY:

Cofide Svgs. n/c, Gemins Svgs. n/c, Gilardini Svgs. n/c, Cloyd.
Advisitico Svgs. n/c, Olivetti PTC
Pref., Olivetti Svgs. n/c, Pirelli &
Ca. Svgs. n/c, Pirelli Spa Svgs. &
Svgs. n/c, Rinscentie PTC Pref. &
Svgs. n/c, Safia Svgs. ex/cv.. Salpen Svgs. n/c, Safia Svgs. ex/cv.. Salpen Svgs. n/c, SnIA BPD Svgs. &
Svgs. n/c and Tosi (Franco).
JAPAN:
Additions: Acyams Trading.
Ashlieggs Bank, Bank of Fukucka, Bank of Kyoto, Chuo Trust
& Banking, Familyment, Gunna
Bank, Hachijuni Bank, Hanwa,
Hokuriku Bank, Hyogo Bank,

RELGIUM:
Additions: Almanij Ord. & A.,
Barco and Electrafina. Deletions:
BBL, A & B., Banque Nat. Belgique, CBR A & B., Cobepa A.,
Gechem Ord. & A., Gen. Banque
B., Glaverbel, Powerfun B., Royal
Belge B., Sofina, Tractebel B and
Wagons Lits A.
CANADA:
Additions: Bombavdier, Corona.

CANADA:
Additions: Bombardier, Corona,
Fletcher Challenge, Hemlo Gold
Mines, Investors Group, National
Trustro, Renaissance Energy,
Rogers Comm. and Shell Canada.
Deletions: BCE Devi. Corp.,
Breakwater Resources J., Campeau Corp. Ord., Canada Northwest Energy, Cinepiex Odeon
Corp., DuPont Can. Inc. A Ser. I,
Emco, FPI, Galactic Resources,
Magna Ind. Inc. A SV. and Pancanadian Petroleum.
DENIMARE:
Additions: Aalborg Portland

Jens Villadsen, Potagus B and Topdanmark. Deletions: Danske Luftfertsel and DFDS. PINLAND:

Group A Free, Instrumentarium B Free, Metsa-Seria A Free, Par-tek I Free and Stockmann B Free. FRANCE:

Localitance

GERMANY: Addition: FAG Kügelfischer Pref ind. Werke Karls Augs., Indus-triekredit Bank, Kali und Salz, Klöckner-Werke, Kolbenschmidt, Kölnische Rückversich. Reg., Mannheimer Vers. Reg., Rhein-metall Berlin Ord & Pref., Schmalbach-Lübeca, Shd-Chemie, Varta, Vereins- und Westhank, Wella Pref. and Wurtt. Feuerv-

Wella Pref. and Wurtt. Fenervers. Reg.
HONG KONG:
Additions: Cavendish Intl., Chinese Estates, Great Eagle, HK
Telecom, Playmates Hidgs., Semi
Tech, Shun Tak Ent., and Sino
Land. Deletions: none.
IRELAND:
Addition: Power Corn DELE.

ITALY:
Additions: Assitalia, Banco
Ambroveneto Ord. & Svgs.,
Banco Toscana, Ferruzzi Finanziaria Ord. & Svgs., IFIL Ord. &
Svgs. and Premafin. Deletions:
Banca Naz. Agric. Svgs. n/c, Bonifiche Siele Ord & Svgs. n/c, Caffaro Svgs., CIR-Compagnie Svgs.,

Bank, Hachijuni Bank, Hanwa, Hokuriku Bank, Hyogo Bank, Joyo Bank, Keyence Corp., Kyushu Matsushita, Matsushita Commis, Matsushitaya, Mitsubishi Motora, Nagatakiya, Nankai Electric Bail, Mutendo, Mashin Steel, Sega Enterprises, Shimmo Ind., Shizuola Bank, Toda Corp., Tokyu Dent Stora Tomen Coru. Ind., Shizuota Hank, Toda Corp., Tokyu Dept. Store, Tomen Corp., Toyo Sash, Toyo Trust & Bank-ing, Toyobo and Yasuda Trust & Banking, Deletions: Chino, fhara Chemical Ind., Kumisi Chemical, Kurusaki Refractory, Kyoei San-gyo, Miyaji Iron Works, Usaka Sanso Kogyo, Tokai and Tsug-ami.

ami.

MALAYSIA:
Additions: Antah Hidgs., Arab
Malaysian Devi., Asia Pacific
Land, Bediord, Berjaya. Cement
Inds. of Malaysia, Edaran Otomobil Nasional, Faber Group, General Lumber Hidgs., Golden Hope
Plantations, Indi. Oxygen Inc.,
Inter-Pacific Indi. Group, Landmarks Hidgs., Magnum Corp.,
Malayawata Steel, Metroplex,
Mycom, Nostié (M.), Nylex (M),
Oriental Hidgs., Palmon Hidgs.,
Pelangi, Petaling Garden, Promet, Rashid Hussain, Renong,
Resorts World, Singer Hidgs.,
Sungel Best Mines Malaysia,
Technology Resources Inds.,
Tractors Malaysia Hidgs., UMW
Hidgs., UM. Engineers (M) and
Universal Cable (M). Deletions:
None. MALAYSIA:

MEXICO:
Additions: Alfa A. Celanese A.
Cifra A & B. Cydsa A. Desc B.
GMEXICO A2, Kimberly Mex. A.
Penoles A2 and Vitro. Deletions:
Grupo Insa, Kimberly Mex. B.
Liverpool 2, Penoles B, Sanborn
Hermanos, Spicar A and Tremec

A2.
NETHERLANDS:
Additions: None. Deletions:
Assur. Con. Stad. Rotterdam,
Borsumii Wehry, Frans Mass,
Gamma Hidgs., Hollandsche
Beton, Hoogovens, InternatioMuller, Nijverdale-Ten Cate and
Volker Stevin.
NEW ZEA L'AND-

NEW ZEALAND: Addition: Bank of New Zealand. Deletions: Steel & Tube and Ceramco Corp. NORWAY: Additions: Leif Hoegh and Unitor Ships Service. Deletions: None. SINGAPORE:

SINGAPORE:
Additions: Amcol Hidgs., Cycle & Carriage, DBS Land, Hwa Hong Corp., Hotel Properties, Jurong Shipyard, Lum Chang Hidgs., Metro Hidgs., Natsteel, Pacific Carriers, Sembawang Shipyard, Singapyard, Americana Singapore Aerospace, Sime Singapore, Straits Steamship and Utd. Engineers. Deletions: Asia Pacific Brewssand Great Eastern SOUTH AFRICA:

SOUTH AFRICA:
Additions: Amgold, Anamint,
Anglovaal, Anglovaal Inda, First
Natl. Bank, Genbel, Gencor.
GFSA, Iscor, JCI, Liberty Hlägs.,
Mid. Wits., Rembrandt Control.
Sappi, Smith (CG) Ltd. and Standard Bank Inv. Deletions: African Oxygen, Blyvooruitzicht
Gold, Buffelsfontein, Ergo, Haggie, Harmony Gold, Kinross
Mines, Libanon Gold, Score Food
Hidg. Smith (CG) Foods, St.
Helena Gold, Unisel, Welkom
Gold, Western Areas and Winkel-Gold, Western Areas and Winkel-haak Mines.

Additions: Acerinox, Agroman, Aguas Barcelona, Alba (Corp. Fin.), Anaya (Ediciones), Aumar Nostrum, Autopistas CESA, Banco Exterior, Bankinter, Cata-

SPAIN:

lana Gas, Cubiertas, Rudess, Forsa, Prima Iomobiliaria, San Migosi, Yallhermoso and Visco-fan Delotions: Electra de Visco, Fase Renault and Seda Bar

SWEDEN: Additions: Atlas Copco B and Stora Koppa. B Pres. Deletions: Mo Och Domnjö B Pres and Per-

Mo Och Domajo B Pres and Per-storp B Free.
SWITZERLAND:
Additions: Pargesa Br., Riche-mont A Br. Unit and SMH Reg.(100). Deletions: Ansulisse-Lonza P.C., Elektrowatt P.C., Forbo P.C., Hobanoff P.C., Jelmoli P.C., Landis & Gyr. P.P.C. Leu Hogs. Reg.(100), Osrilico-Bührle P.C. Survelliance D.R.C., Swissair D.R.C and Union Bk. Switzerland P.C. INITED KINGDOM:

P.C.
INSTED KINGDOM:
Additions: None. DELETIONS:
Additions: None. DELETIONS:
Additions: None. DELETIONS:
AAH. Amersham Inti., Ansbacher (R.). Ashiey (Laura).
Berisford Intl., Black (Peter).
Boddington Group, Britannic
Assurance, Balmer (R.P.). Calor
Group. Cambridge Electronic
Inds., Cray Electronic Hidga..
Croda Intl., Delia, Etam. Eurotherm Intl., Ferranti Intl., Fine Art
Devis. Greenall Whitley A.,
Greene King, Hazlewood Foods,
Hogg Group, Hogg Robinson, Iceland Frozen Foods, Laird Group,
Lex Service, London Intl., Low &
Bonar, Low (Win.). Marston
Thompson, Matthews (Bernard).
MB Caradon, Mensies (John).
Morrison (Win.). Next. Norros.
Nurdin & Pescock, Oxford Instrumenia, Pentland Group, Powell
Duffryn, Refuge Group, Renjabaw, RTZ Br., Saatchi & Saatchi.
Salvesen (C.), Schroders n.v. SD.
Schon, Skotchley, Stakis, Standard Chartered, Suber, Transport
Devis. and Wolverhampton &
Dudley.
USA:
Additions: Air Products &

USA:
Additions: Air Products & Chem., Alltel Corp., Angen Inc., Arco Chemical, Arkiz Inc., Berkshire Hathaway Inc. Del., Burlington Res. Inc., Centel Corp., CMS Energy Corp., Coestal Corp., Federal Hums Loun Mg. Corp., General Public Utils. Corp., General Public Utils. Corp., Home Depot Inc., Morton Corp., Great Lakes Chemical Corp., Home Depot Inc., Morton Intl., Morgan Stanley Group, NBD Bancorp Inc., Novell Inc., Norwest Corp., Primerica Corp., New, Readers Digast Asm. Inc., Republic NY, Student Loan Marketing, Union Electric. Unitrin Inc., Unum Corp. and Wisconsin Energy Corp. Deletions: AAR Corp., Ashton Tate, Broad Inc., Cond. Pinancial Corp., Consultated Papers Inc., Constat Infl. Inc., Continental Air. Hidgs Inc., Cross & Trecker Corp., Data General Corp., Digital Comms. Cross & Trecker Corp., Data General Corp., Digital Comms.
Assoc., Fieldcrest Cannot Inc.,
Harcourt Brace Jovanovich Inc.,
Hartmark Corp., Interlake Corp.,
Lone Star Inds. Inc., Pan Am
Corp., Phillips Van Hausen Curp.,
Prime Motor Inc., Reynolds &
Reynolds, Sunshine Mining,
Tonka Corp. Twent Fords Inc., Tonks Corp. Tyson Foods Inc., US Gypsum, Watkins Johnson. and Zenith Eleirs. Corp.

Classification change to existing Angle American Corp. to Pre-clous Metals & Minerals. (South

Copies of the new FT-AWI rule book are available from the Man-ager. FT Statistics, Financial Times, Ome Southwark Bridge, Landon SEI SHL, price 150. Copyright, The Financial Times Limited, Goldman, Sachs & Ca. and County NatWest Securines Limited, 1987.

CIVAS S LIMITED Yen 9,000,000,000 loating Rate Notes (terest Rate 7.8775% p.e. lotte Period May 20, 1891 to November 20, 1891. Interest Payable per Yen 1,000,000 Note Yen 40,283.



·连二进一条外,是各个支撑。这个人都能够能够的,这个是不要的。

Brixton Estate

Extracts from the Statement by the Chairman, Harry Axton

"The recession in the United Kingdom during 1990, apart from its effects on the country's economy generally, particularly affected the property industry. It is therefore satisfactory that Brixton's profit before taxation rose by 15.4% (from £20.427 million to £23.575 million).

Investment profits showed an increase of 26.3%. It is perhaps interesting to note that compared to 1985 our investment profits have risen by 143%, dividends have risen by 152% and net assets per share by 151%.

Funds are available to finance our current development programme and this has enabled us to take advantage of opportunities in the market when they have

Our development programme is relatively modest in size at the present time. However, we have a number of important sites ready for development as soon as the time seems to be right.39

HIGHLIGHTS OF 1990

- □ 21.3% increase in net rental income to £43.319 million
- 14.2% increase in earnings per share to 10.79p
- ☐ Proposed final dividend of 4.55p per ordinary share making an increase of 16.4% for the year
- ☐ 11.8% decrease in net asset value per share to 246p
- ☐ Value of investment properties £702 million

Copies of the Annual Report and Accounts may be obtained from The Secretary, Brixton Estate plc, 22-24 Ely Place, London EC1N 6TQ.

NEWS DIGEST

nts to buy Butler Cox of London and merge it with Index of

REA Hldgs 16% ahead at £1.23m

REA Holdings, the plantations holding company, achieved a 16 per cent rise in taxable profits for 1990.

On turnover ahead by 34 per cent, from £49.54m to £66.41m, the pre-tax result came out at £1.23m (£1.05m).

Earnings per share rose from 8.4p to 10.8p and a 4p interim dividend in lieu of a final is declared.

Intl Communication back in the black

An "excellent second balf" resulted in pre-tax profits of £830,000 at International Communication & Data, the USM-quoted marketing services company, for the year to February 28, compared with a loss of £358,000.

At the interim stage there was a loss of £81,000. Turnover for the year was £8.23m (£5.12m). Earnings per share came out at 2.28p (losses 1.77p).

Granada man moves in at Boots

Mr Peter Davis, who recently announced his intention to resign as a non-executive director of Granada, the troubled leisure and television group, has been appointed a non-executive director of Boots, the

retailing group. The 49-year-old Mr Davis has had previous retailing experience, spending 10 years at J. Sainsbury, the grocery chain, where he became assistant managing director responsible for all buying and marketing Mr Davis is chairman and chief executive of Reed Inter-national, the publishing group. Mr Sandy Marshall, who became Boots' vice-chairman in 1985, will retire at the com-

pany's annual general meeting in July. Rosehaugh sells shopping centre

rowed property company headed by Mr Godfrey Brad-man, has sold its Torquay shopping centre to Scottish Widows Fund & Life Assurance Society for £22.7m.
The deal, which is one of the first large property deals this year, is in line with Scottish Widow's policy of buying retail

properties at attractive yields.

Rosehaugh, the highly-bor-

Sothebys Holdings

Sothebys Holdings, the auction house, has clarified the dividend announcement it made with its first quarter results last week. Shareholders will have received during the first quarter 50 cents a share, half the \$1 payout a year earlier.
The latest payments consist

of a 15 cents quarterly dividend plus a 35 cents special dividend based on last year's performance. The year earlier pay-ments were 15 cents plus 85

Harmony Leisure £2.2m disposal

Harmony Leisure Group has sold five public houses and inns, including three freeholds, one long leasehold and one short leasehold, to Hall and Woodhouse for £2.2m in cash on completion. Stock will be acquired at cost, which is expected to amount to £40,000. Net book value of the assets is



ECU 200m Term Loan Facility.

Arranged by Hill Samuel Bank Limited The Mitsubishi Bank, Limited

Underwritten and Lead Managed by

Lead Managed by

Banque Generale du Luxembourg S.A. CAJA DE MADRID Crédit Lyonnais The Dai-Ichi Kangyo Bank, Limited

Hill Samuel Bank Limited The Mitsubishi Bank, Limited Standard Chartered Bank

ASLK-CGER Bank Crédit Agricole Deutsche Bank Luxembourg S.A. DSL Bank Luxembourg S.A.

IMI BANK (Lux) S.A. National Westminster Bank Pic SOCIETE GENERALE

Co-Lead Managed by

·Banque et Caisse d'Epargne de l'Etat, Luxembourg Nomura Bank Nederland N.V.

Zentralsparkasse und Kommerzialbank Aktiengesellschaft, Wien

Managed by

Caia de Ahorros de Asturias - Caiastur Kredietbank International Group The Hokuriku Bank, Ltd S.A. Société Nationale de Crédit à l'Industrie

Participants

BACOB Savings Bank s.c. Banco Comercial Português, S.A. Caja de Ahorros de Cataluña Caja Gipuzkoa San Sebastian Chuo Trust & Banking Company (Europe) S.A.

HILL SAMUEL

WERCHANT SANKERS

Crédit Communal S.A./Gemeentekrediet N.V. lberCaja ippa Bank N.V. The Toyo Trust Banking Co, Ltd

Facility Agent

Hill Samuel Bank Limited

May 1991

or had been been

COMPANIES AND FINANCE

Call for Japan banking to adopt falls 24% European style

By Emiko Terazono in Tokyo

JAPAN'S ruling Liberal Democratic Party (LDP), eager to make its mark in the coun-try's financial deregulation talks, has announced its own blueprint for the future shape. of the Japanese banking and securities businesses.

A party committee com-plained that Ministry of Finance bureaucrats handling the reforms were only co-ordinating interests of the banking and securities industries, and ignoring the consumer.
It recommended that Japan should allow the establishment

of European-style universal banks, instead of the partial removal of barriers between banking and securities, favoured by the finance minis-

designed to win applause from cians must take the lead.

too late to alter the finance ministry's approach. Mr Tetsuo Kondo, leader of the committee, said that politicians were the ones who passed the laws, and that the

finance ministry would have to listen to them. The report stated the importance of consumer provisions, accessibility to various finan-cial services, and reduction of

regional differences in financial services.

The report also stressed the importance of government affiliated financial institutions to support small companies and social welfare pro-grammes. However, it said that such innovative reforms could not be expected from the bureaucracy, and that politi-

Underwear maker declines By Emiko Terazono WACOAL, Japan's maker, a declines to Y12.4bn

WACOAL, Japan's leading its. After-tax profit gained 0.9 underwear maker, announced per cent to Y6bn, helped by a a 12.3 per cent drop in pre-tax corporate tax reduction. profits for the year to March 1991, to Y12.4bn (\$89.2m).

Sales rose 3.4 per cent to Y117.4bn. The company said that the effect of the warm winter was seen in sales of its winter underwear, but there

were strong sales in women's underwear, nightwear and designer brand clothing.
Wacoal blamed higher labour costs and capital investments for the squeeze in prof-

This year, Wacoal forecasts sales up 8.6 per cent to Y127.5bn, but expects competition from imports. The labour shortage will to hurt profits, and the company forecasts only a 0.5 per cent rise in pre-

Waccal will pay an ordinary dividend of Y13.5 per share, although it had paid an extra Y1.5 per share in 1989 to com-

NRI TOKY	70 BO	ND IN	DEX	-					
	PERFORMANCE INDEX								
December 1983 - 100	16/5/91	Average yield (%)	Last week	12 wis	26.345 26.345				
Overall	154.90	7.07	154.46	154.36	146.46				
Covernment Bonds Meuticipal Bonds Gov purceptated Bonds Bank Debenture Corporate Bonds Corporate Bonds Yen-demon. Foreign Bonds	152.73 156.76 159.47 151.87 157.70 162.17	6.98 7.18 7.24 7.13 7.38 7.93	152.18 156.32 159.09 151.52 157.48 161.94	152.69 154.99 159,07 150,95 155.19 158.32	143.98 148.97 151.62 144.63 149.36 151.44				
Government 10-years	6.59	7. 7	6.63	6.34	7.24				
f Estimated par yield		٠.	7		٠,				

Singapore Airlines to S\$912m

By Joyce Quek in Singapore

SINGAPORE Airlines yesterday unveiled a 24 per cent decline in after-tax profits to \$\\$912m (US\$8.51m) for the year ended March 1991.

The airline said business levels had been hit by the Gulf crisis, the strength of the Singapore dollar and rising fuel costs. Revenue fell 2.8 per cent to S\$4.95bn.

The slowdown of economic

activities worldwide, espe-cially in its markets in the US, the UK and Australia, cut demand for air services. The situation was worsened by the Gulf crisis which pushed oil prices up and further discouraged people from travelling, the sirline said.

The 6.5 per cent strengthen-ing of the Singapore dollar against many currencies depressed revenue by \$\$255m.
Passenger and cargo revenue
fell 1.4 and 7 per cent to
\$\$3.6bn and \$\$836m respec-

tively during the year.

The sale of three aircraft yielded \$\$208m. Singapore Airline's fleet of 43 aircraft is still the world's youngest at 4 still the world's youngest at 4 years and 9 months. A \$\$1.6bn order in March calls for the delivery of six 747-400s between 1992 and 1995.

Looking ahead, the airline sees biner skies with capacity for 1991-92 expected to rise by 13 per cent. With the end of the Gulf war, volatility in fuel

13 per cent. With the end of the Gulf war, volatility in fuel prices has abated and confidence among the travelling public is being restored.

Advance bookings had picked up and the outlook was encouraging although full recovery is not likely until later this year. Cargo traffic is also expected to recover.

Mr Hannes Goetz, chair-

 Mr Hannes Goetz, chair-man-designate of Swissair, said he will make cost control a top priority when he assumes his post at the begin-ning of 1992, AP-DJ reports. Mr Goets also said he would not rule out the possibility of a merger with another airline, but not before Swissair

strengthens its own competi-tive position. He said that in the near term, the airline should focus on strengthening its position as an independent carrier.

Personal computers go on the blink

Louise Kehoe on the impact of the US industry's increasingly bitter price war

Stagnant sales and a bitter price war are causing tur-moil throughout the US personal computer industry, squeezing manufacturers profit squeezing manufacturers prom-margins and forcing rapid con-solidation among distributors. Compaq Computer sounded the alarm when it disclosed last week that it expects a

steep decline in sales and earn-ings in the current quarter. Now Apple Computer is expected to announce large scale layoffs as it struggles to maintain profit margins, and IBM is reported to be about to cut the prices of some of its personal computer products for the sec-ond time in a month.

ond time in a month.

Price cutting has become endemic in the personal computer market. Over the past month, IBM, Compaq, Dell Computer, AST Research, Toshiba and several other makers have drastically reduced the list prices of their personal computer products by personal computer products by as much as 38 per cent. Dealers, struggling to make sales, are discounting prices further.

Apple Computer led the trend last October, when it introduced a new range of low-cost machines in a bid to boost its declining share of the mar-

Apple declared its new pricing strategy a success when it almost doubled the number of computers it sold in the March quarter compared with unit sales in the same period last year. Indeed, the company's share of the US market for personal computers sold through

dealers, the primary distribu-tion channel accounting for an estimated 90 per cent of sales, rose from 10.6 per cent in the first calendar quarter of 1990 to 17 per cent in the first quarter of 1991, according to Store-board, a Dallas market

research company. But selling lower priced computers has put pressure on Apple's profit margins and the company, under Mr John Scul-ley, chief executive, now expects earnings in the current quarter to fall below those of a

year ago.
Apple must cut its costs to improve its financial performance, analysts say. Some believe that will mean reduc-ing the company's workforce by up to 15 per cent, laying off up to 2,000 people. Apple will say only that it is

"considering lots of options" but that it "will aggressively manage operating expenses".
While Apple's market share
has significantly increased,
IBM's share of sales by dealers IBM's share of sales by dealers remains flat at 28.7 per cent, according to the market research group's dealer surveys. The effects of IBM's price cuts in April, which ranged from 8 per cent to 38 per cent, have yet to be measured. Already, IBM is expected to drop prices further

drop prices further. Compaq, the second largest personal computer company after IBM, has however lost market share - from 21 per cent of unit shipments in the

Net profit per share climbed from SFr104 in 1986 to SFr230

last year, while the dividend has been raised from SFr25 to

SFr42 per share over the same

Last year Roche recorded an 11.3 per cent advance to SFr948m in net earnings on the

ick of a 3 per cent advance in

turnover to SFr9.67bn. Cash flow amounted to SFr1.6bn.

The result, achieved despite the international economic

downturn and the strong

appreciation of the Swiss franc, had been impressive by any standards, Mr Gerber said.



John Scully: expects Apple earnings to fall year, the market researchers

Compaq's own estimates paint a different picture. Mr Rod Canion, Compaq president and chief executive, last week told shareholders at the company's annual meeting that the company's market share in three significant product categories was stable

Nonetheless, recently reduced its prices in an attempt to stem the incursion of rival "clone" makers onto its turf. "The market is very slow. Compaq and IBM are facing heavy competition, particularly from second tier vendors with lower prices," savs Storeboard.

Compaq is not alone, how-ever, in loosing market share, Storeboard notes. In the same boat are AST Research and

Epson, two of the largest sellers of personal computer "clones". Taking the brunt of the market slowdown are third-party computer dealers who sell the industry's prod-ucts to end users. Their sales have slowed dramatically as corporate buyers limit spending and individual purchasers

procrastinate. For computer dealers, lower prices slice into already wafer thin profit margins, compounding the problems of slack demand. Established dealers also face mounting competition from a new generation of computer mass merchandisers. These no-frills warehouse superstores, selling computers at steeply discounted prices, have virtually eliminated the high street computer store in large metropolitan areas

throughout the US.
Computerland, for example, computeriand, for example, a pioneer of the personal computer retail business, has largely abandoned the retail market, opting for "sales offices" with a sales force that visits potential customers.

he profit squeeze on computer resellers is computer resellers is taking its toll. Last week Businessland, once the industry's largest reseller, reported heavy losses and said that it may be forced to seek bankruptcy protection. Businessland won an eleventh hour reprieve from its creditors which will enable it to continue operations while it talks with an unnamed third party said to be interested in acquir-

ing the ailing company.

Several other computer resellers have already combined with former competitors. Six of the leading personal! computer sales companies in the US have merged into three over the past two months. In the largest merger, ValCom and Inacomp Computer Centers, the two leading computer dealers in the Mid-West, agreed to merge, forming a chain of over 700 company owned and franchised dealerships.

"As a result of the consolidations and mergers that are currently taking place in the dealer channel, an excess inventory position has been created within these operations which will delay their pur-chase requirements for additional products," Mr Canion said last week.

Compaq is, however, only "the first to publicly admit that there is a problem," says Storeboard. The dealerships that are merging also carry IBM and Apple Computer prod-

ucts, it points out.
The consolidation among computer dealers is far from over, industry analysts predict. If they are right, then com-puter manufacturers will continue to feel the effects. To make matters worse, leading US personal computer makers who derive more than half of their revenues from outside the US, face reduced earnings from foreign operations as the

Roche sales rise 9% to SFr3.59bn at four months

period.

By William Dullforce in Geneva

the pharmaceuticals and chemicals group, reported a 9 per cent rise in sales to SFr3.59bn (\$2.5bn) during the first four

months. No profit figures were announced but Mr Fritz Ger-ber, chairman, forecast a further advance in consolidated net earnings for 1991. Group earnings have more

than doubled in the past four years, according to the 1990 report, released yesterday, which for the first time follows international accounting stan-

Alcoa to set up European plant

ALUMINUM Co of America (Alcoa) is planning to build a new plant to make aluminium car parts in western Europe, Reuter reports from Pitts-

burgh, Mr Paul O'Neill, chairman, said: "We are very close to signing an agreement." He would not identify Alcoa's

partner in the venture or where the plant will be.
Mr O'Nelll said investment in the plant will "be in the tens of millions of dollars".

Mr O'Nell les coid Alexa Mr O'Neill also said Alcoa also is having separate discussions with Japanese car mak-ers on joint ventures that would involve producing alu-

New Spanish bank may pull out of Europartners

MR Alfonso Escamez, the proposed chairman of the Spanish bank resulting from the merger of Banco Central and Banco Hispano-Americano, feels it makes little sense to keep up Hispano's ties with Europartners, an informal

banking alliance, Reuter reports from Madrid.

Mr Escamez, chairman of Central, who will become chairman of the new bank until the end of 1992, said on Saturday after a meeting of Central shareholders that staying in the Europartners group "makes little sense now". He did not elaborate:

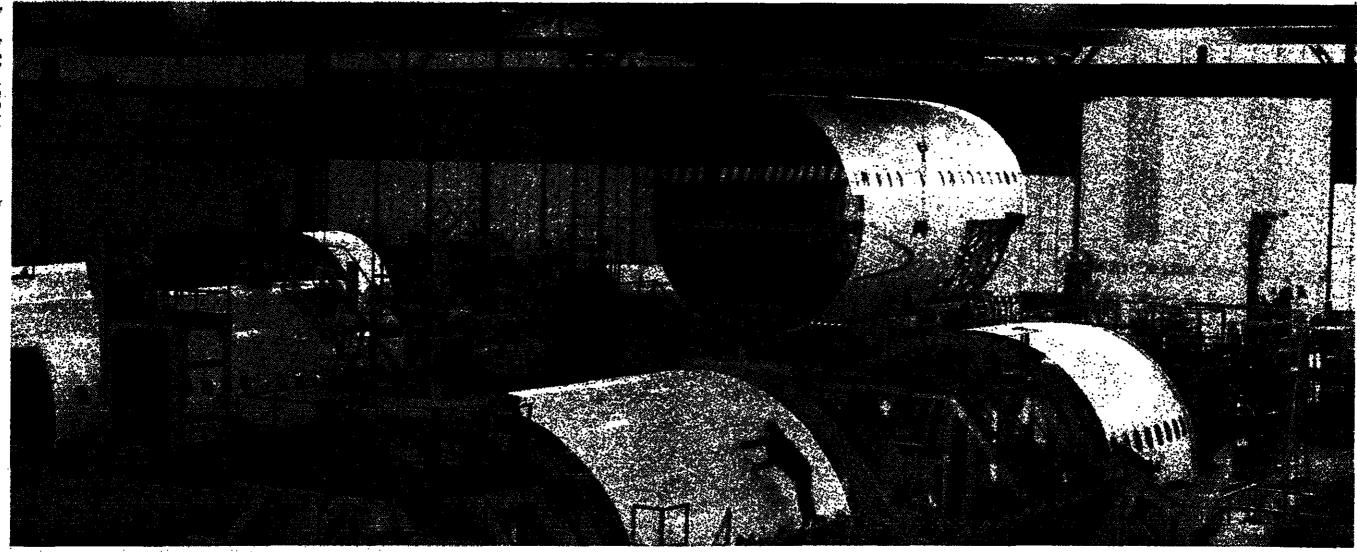
The other members of Europartners are Commerzbank, Banco di Roma and Crédit Mr Jose Maria Amusategui,

Hispano chairman, said last week that Hispano's links be discussed at the group's next meeting on June 17.

Mr Amusategui said co-operation with Commerz-bank, which holds 11.4 per cent of Hispano, would con-tinue, but future ties with Banco di Roma and Lyonnais

Mechanical engineering+electronics

Mannesmann's decisive edge



Assembly of the Airbus in Hamburg-Finkenwerder: The shell components are brought into the assembly bay by means of a radio controlled suspension monorail system. An overhead travelling crane then takes over, transferring these freely suspended fusciage components to their



Airbus assembly system

The Airbus has taken off all over the world and is now locked onto a flightpath to success - thanks to a pioneering design concept backed up by equally advanced manufacturing and logistical techniques. A production system from Mannesmann Demag controls the fuselage assembly of all the different aircraft types which make up the Airbus family. Load lifting and handling systems transfer the shell components on the wing from the ware-

housing system to the various workstations. There they are joined together to produce the longest single element of the plane - the body. The electronically driven system monitors all materials flow and step-by-step assembly and coordinates every production stage, executing each move quickly, reliably and with absolute precision.

Mannesmann builds plants and machinery. makes parts and components for the automotive industry, manufactures hydraulic, pneumatic and electrical drives and controls, develops and supplies measurement, automation and information technology, produces steel tube and pipe, provides services and trades on a worldwide scale. Income from sales earned by its 124,000 employees lies in the region of DM 23.9 billion.

Mannesmann AG D-4000 Düsseldorf 1



UK GILTS

The Bank keeps traders guessing

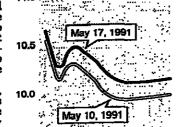
HOW the Bank of England likes to keep the gilt market in suspense.

in a week when Spain cut its official intervention rate and Italy its discount rate, the Bank of England declined to deliver what the gilt market had been waiting for - a further cut in the base rate to accompany the fall in the Retail Price Index on Friday. And on the funding front,

the Bank has also kept gilts traders nervously on the edge of their seats: they desperately want to know when it will next issue stock as they are worried that it might be falling behind in its funding programme. The RPI figure of 6.4 per cent for April (a sharp fall from the

March figure of 8.2 per cent) was not quite as low as many had hoped. It was not accompanied by a base rate cut, but that has not extinguished hopes that one may take place this week, for two reasons. First, on Friday the Bank of England lent £460m to the mar-

ket for seven days at 12 per cent. The previous Friday it lent £965m to the market at 12 per cent for 14 days. The loans expire this Friday and could coincide with a base rate cut. Mr Nigel Richardson, econo**UK gilts yields** Restated at par (%)



10 years 20

mist at S.G. Warburg Securities, points out that the Bank of England showed a similar pattern of behaviour in March in other words holding 14-day money, followed by sevenday money, at a high rate despite market rumours of an impending base rate cut, and then reducing the base rate by half a percentage point after the Budget when the loans

expired.

The other reason ~ put forward by Mr Simon Briscoe, economist at Greenwell Montagu Gilt-Edged - concerns this week's economic statistics. He

figures and weak money sup-ply figures, and thinks that ese may well persuade the Treasury that a further interest rate cut would help the economy out of the recession.

However, much of the ner-vousness in the market stems from lack of information about the Bank's funding intentions. By mid-afternoon on Friday -the usual time for Bank of England statements concern-ing issuance - there was still no indication of a tap or

impending auction.

Such uncertainty leaves the market unsettled. It feels that the Bank should press ahead with the funding programme given the Public Sector Bor-rowing Requirement of SSbn, according to Treasury fore-casts (although economists expect PSBR to be between £9bn-£12bn once privatisation proceeds have been taken into consideration). "Our forecast £9bn implies gilts sales of £1bn in every month over the rest of this financial year," says Mr

In fact there are some in the market who would like to see the Bank committed to an auction calendar. After all, if the Japanese can hold auctions of

US MONEY AND CREDIT

Data leave markets none the wiser

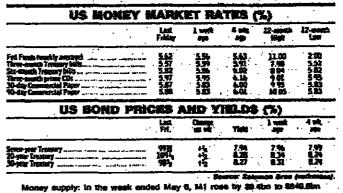
A BURST of economic data left the US bond markets little wiser last week. Like the Delphic oracle, the statistics are currently proving enigmatic, contradictory and downright

troublesome.

On Monday, for example, the April industrial production figures suggested that the economy was still extremely weak. Production in March was. Rumours that a "jumbo super-long bond" may be on the way circulated last week: there is speculation that the Bank may issue about \$25n of revised downwards by a significant amount, after which April's figure showed a minimal 0.1 per cent rise - albeit the first increase for about six months. The capacity utilisa-tion rate, moreover, dropped from 78.5 per cent to 78.3 per cent. That, in short, seemed to spell a bearish scenario for the economy, and a moderately bullish one for bonds.

But on Tuesday, there was a very large upward revision in the March retail sales figures. The Commerce Department, which had originally talked of sales falling by eight tenths of a percentage point, had redone the calculations and decided that this was really a rise of four tenths. April's decline from this revised figure was has become more dependent on overseas buying. also minimal - just one tenth - and well below analysts' forecasts. In sharp contrast to the previous day's news, this looked bullish for the economy. So, shrugging off some more encouraging inflation data, the bond market did a mental summersault, and a wave of selling

> Wednesday offered a brief respite from the statistical run. But on Thursday, a further



reading of conflicting runes got under way. On the one hand, the annual rate of housing starts increased by 6.2 per cent in April. This may not amount to a boom but, as one broker-age house commented, it does suggest that "the industry is clearly showing signs of stabi-lising." But then again, initial claims for state unemployment insurance rose by 4,000 in the week ended May 4, suggesting that the corporate sector is still

attempting to retrench.

So what does it all add up to? In bond market terms, oscillat-ing prices and little progress. By the end of the week, the 30-year benchmark Treasury bond was showing a change of 1/2 at 98% from the previous Friday, to yield 8.27 per cent compared with 8.31 per cent. Out in the real world, there

is certainly a sizeable squad of corporate executives who pitch towards the gloomier scenar-

ios. From the dining tables of Dallas to Detroit, many claims that the US credit crunch is still proving every bit as as important a determinant on the level of activity as the downturn in interest rates. Put simply, it doesn't matter how low interest rates go, if no one is prepared to lend to would be

borrowers, "economic stimula-tion" will not get very far.

More scientifically, analysts at Donaldson, Lufkin & Jen-rette point out that the depth of the recession, in the first two quarters, has been rela-tively shallow compared with previous recessions.

But they go on to suggest that the subsequent recovery may be equally gentle by his-torical standards. "Our current view, which seems to be in rough agreement with the con-sensus, is that growth will be more of the order of 3 to 4 per cent during the first few quar-

rent recession," they state. This would compare with a This would compare with a minimum growth rate of 5.4 per cent during the "recovery" period in the first eight post. World War Two recessions.

If all that is open to the economists to debate, at least the laws of supply and demand are indicentable. There is no ones.

indisputable. There is no ques-tion that the recent supply of stock, following \$378n-worth of refunding sales, continued to bedevil the Treasury market. And the position is unlikely to improve. Next week, the authorities will again offer debt on four of the five trading days. This time, the emphasis will be on the short to medium term end of the market; included in the sales are \$12.5bm of two-year notes and \$9.25bn of five-year notes. As Salomon Brothers points out: These auctions may appeal to a variety of financial institutions, both domestic and for eign, as well as to investors seeking shelter from a nervous-bond market or those who hold out hope that the Fed may loosed credit one more notch. But the pundits are quick to add that the market may need much more help in the form of

on that score at least, thefe will be little forthcoming next week. The statistical deluge ceases, and everyone will be left to wonder about the economy's progress in silence.

favourable economic news to

absorb this new rush of sub-

Nikki Tait

ENLES.

W. Tr L

Calm reaction to Bundesbank reshuffle

stability-oriented central banker might have been faintly miffed that the currency he had loyally defended for 11 years should actually strengthen on confirmation of

his departure. But Mr Karl Otto Pöhl, who on Thursday ended weeks of rumours predicting his resignation, attributed the markets' "calmness" to the fact that "they, correctly, believe there will be no change of policy [under a new president]".

Mr Pohl's insistance that he

leaves entirely for personal reasons proved to be the justification markets were looking for – and, even if dealers did not buy the story entirely, there was an element of reliaf that personal tensions between Mr Pöhl and the government

would be over. In a day of heavy trading as resignation rumours intensified last Tuesday, bund prices dipped briefly below 85.00, but recovered over the rest of the

The D-Mark, meanwhile, seems to have shaken off much of the gloom attached to it after Easter. Since the dollar's recent high of DM1.78 before the US discount rate cut, the German currency has improved, and, more significantly for foreign bond investors, there has been a sharp drop in exchange rate volatil-

Germany has also been helped by the downward drift of interest rates elsewhere in Europe. This has eased pres-sure previously building on the Bundesbank to squeeze short-term interest rates a notch higher.

The general stability of the bund market is partly a tribute to the relative success with which the government continues to manage its extremely heavy borrowing programme. Despite the welter of gloomy news from eastern Germany and tough times for the ruling coalition in Bonn, the latest 10year bund carries an 8% coupon when at the turn of the year dealers were struggling to sell new paper with a 9 per

A broadening range of instruments and issuing tech-niques has played a role in furthering market depth, liquidity and hence price sta-bility. A further addition to the government's armoury will be tested next Wednesday with the first tender of "Bundes-

schatzanweisungen". The bund issues paper into liquid markets at the five and 10-year part of the yield curve; the T-notes will fill out the shorter portion between two and four years. The instrument itself is not

new, but previously issues were sold infrequently and in variable amounts. Now an American-style price auction system is to be instituted every other month, the latest indica-

tion that German techniques are edging towards the full US calendar auction system. The market expects a first tranche of DM4-DM6bn, with the cen-tral bank keeping around

once a month and the Germans can hold Treasury note auctions every other month, why

can't the Bank of England have an auction calendar too,

a 20-plus year gilt with a cou-

pon of around 10 per cent. Although the government has

traditionally avoided funding

at the long end, leaving this part of the curve open for cor-

porate issuers, there is demand for a long-dated gilt which

could be used for pricing long-dated non-gilt bonds.

As it is, institutions are

spoilt for choice when it comes

to investing, given the recent spate of rights issues from

companies who want to reduce their gearing, as well as Euros-terling issues. It may be that

institutions are waiting to pick up cheap stock, but the result, according to Mr John Kendall,

economist at Baring Sterling

Bonds, is that the gilt market

Sara Webb

they ask.

DM2bn for intervention. What investors still have to ponder is whether they really believe Mr Pohl. As often, domestic players are more sanguine than international observers that the likely Schlesinger/Tietmeyer succession will herald an unchanged performance at the Bundes-

Having already voluntarily checked in the most valuable weapon of all - the threat to go if the government produces a reorganisation plan inimica-ble to the Bundesbank — could it be that Mr Pöhl waited to announce his resignation until he had a nod from Bonn that the reshuffle would largely meet his specifications?

Katharine Campbell

FT/AIBD INTERNATIONAL BOND SERVICE U.S. DOLLAR STRANGET ABBEY NATIONAL 8 7/8 93. ABBI 9 1/8 94. AETINA LIFE & CAS 7 3/4 16. ALBERTA PROVINCE 9 3/8 95. ALBERTA PROVINCE 9 3/8 95. EIRS 144 99 EIRE DE FRANCE 7 1/406 FOR AND 5 3/6 99 EERERAL BRITONS 7 1/2 95 JAPAN DEV BK 5 1/2 95 MEW ZEALAND 4 7/6 99 GWEELE NATIONS 5 06 SKARDONANSKA EIRK 6 1/2 95 WORLD BANK 5 01 WORLD BANK 7 1/4 92 7 -01 7.4625 -03 11.6508 -03 11.6508 -03 6.7550 +06 12.0625 -03 6.5200 -03 6.5000 95 90FIC71/2%____ FIN SERV 0 94 MANUEL LINES 71697 DW

Jardine Matheson

1990 Final Dividend

For the purpose of calculating the number of new ordinary shares to be allotted to those Shareholders who have elected to receive the 1990 final dividend in scrip, the relevant average closing price of the Company's ordinary shares for the five trading days up to and including 17th May 1991 was the equivalent of US 4.39. The number of new ordinary shares which Shareholders will receive will be calculated by multiplying the number of ordinary shares, in respect of which they elected to receive an allotment of ordinary shares credited as fully paid in lieu of cash of US; 11.1 per ordinary share, by the following traction:

4.390

Thus a holder of 2,000 ordinary shares who elected to receive an allotment of ordinary shares credited as fully paid in fleu of cash will receive 50 new ordinary shares.

Fractions of new ordinary shares will be aggregated and sold for the benefit of the Company.

The dividend warrants in respect of the cash dividend and the certificates for the new ordinary shares in respect of the elections for scrip, will be posted to shareholders on 14th June 1991 subject to one or more of the following listings having then been granted. Applications will be made to The London Stock Exchange, The Stock Exchange of Hong Kong Limited, the Luxembourg Stock Exchange, the Australian Stock Exchange Limited and the Stock Exchange of Singapore Limited for listing of and permission to deal in the new ordinary shares prior to their issue.

By Order of the Board 18th May 1991



Jardine Matheson Holdings Limited

Particular property of the control o Pod price (140 price) (150 pri Pod prize (1217) 18.07 (18.17) 18.07 (18.17) 18.07 (18.17) 18.07 (18.17) 18.07 (18.17) 18.07 (18.17) 18.07 (18.18)

TOTAL GROUP⁼

TOTAL COMPAGNIE FRANÇAISE DES PÉTROLES

OFP – Omnium Financier de Paris

The Boards of Directors represented by Mr Serge TCHURUK for TOTAL COMPAGNE FRANCAISE DES PETROLES and by Mr Jean-Plarte HALBRON for OFP — OMINIUM FRANCAISE DES PARIS have approved on a project of merger of TOTAL taking over OFP, during a meeting which took place on May 14, 1991.
This merger which should retrospectively be carried into effect on January 1, This merger which should retrospectively be carried and embassive an extraordinary shareholders meeting of both companies on June 17, 1991.

The meeting of both companies on June 17, 1991.

The parities have been flued upon usage, on the basis of the shares prices of the net assets before and after revaluation, of the yields and of the profits per share of the companies.
The project of merger confirms the parity agreed upon by both Boards of Directors on April 9, 1991, representing 9 shares in TOTAL for 4 shares in OFP.

The "Commissaire aux apports et à la fusion" (public appraiser) elected on April 18, 1991, will submit his conclusions to the shareholders on June 17, The share capital of TOTAL COMPAGNIE FRANÇAISE DES PETROLES fixed on February 28, 1991 to a total of 36,652,271 shares further to the conversion of bonds and to the exercise of stock options which occurred since January 1, 1991 will be increased by 2,119,428 chains created through the merger of both companies. To this increase should also be added the shares

Interest to point comparises 10 trigs increases studia as to educate whe states studied through the reimbursement of TSDIFA, representing 1,141,231 shares. The new shares will bear full dividend for the current fiscal year enting. December 31, 1991, after payment of the dividend attributed for the 1990 exercise to the shareholders of both companies. The proposed dividend has exercise to the shareholders of both companies. The proposed dividend has been fixed pending the approvel of the shareholders at 23 French Francs per share of TOTAL, and 50 French Francs per share of OFP, the new shares of TOTAL being thereafter assimilated to the existing shares of TOTAL. Holders of OFP warrants shall be given the right, in compliance with the issuance agreement, to subscribe to 225 shares of TOTAL for each warrant plus 1950 French Francs until December 31,1962, Implying a price of 867 French Francs per TOTAL share.

TOUR TOTAL, CEDEX 47, 92069 PARIS, France

Francs per TOTAL share.

THE KINGDOM OF

U.S. \$100,000,000 FLOATING RATE BONDS DUE NOVEMBER 1996

BELGIUM

in accordance with the provisions of the Bonds, notice is hereby given that the Rate est Period from the 20th May, 1991 to 20th November, 1991 cent per annum.

interest payable on each US \$250,000 on the relevant interest date, 20th November, 1991 will be US \$7.826.39

SVENSKA INTERNATIONAL PLC.

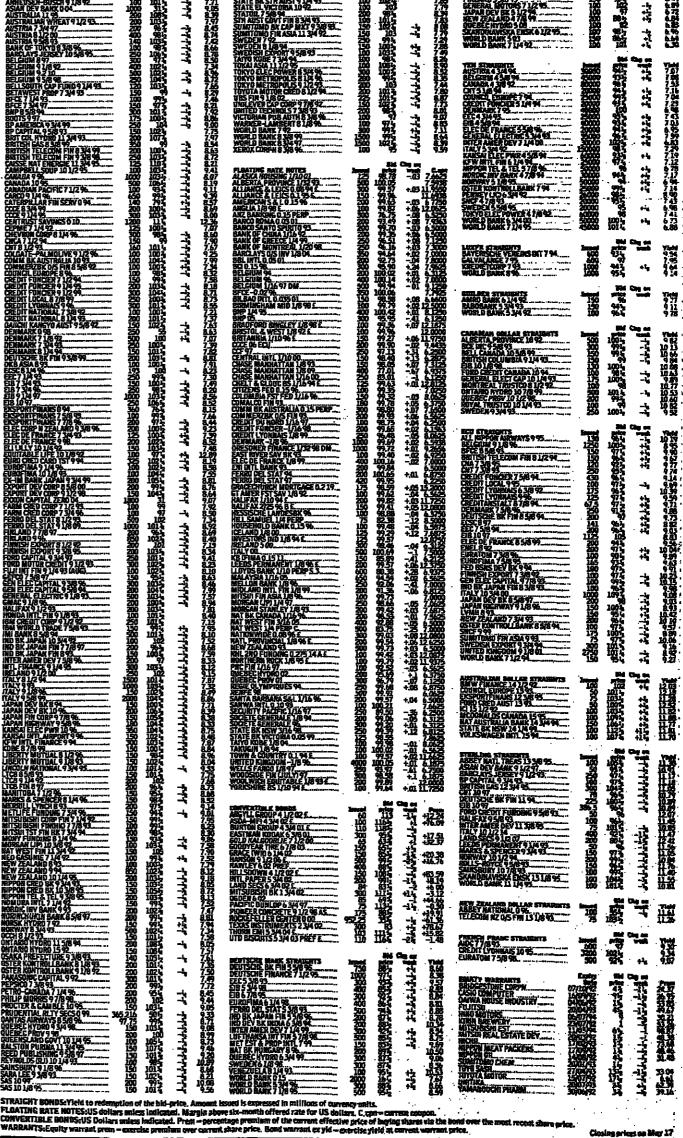
Wells Fargo & Company

US\$250,000,000 Floating rate subordinated notes due 1997

In accordance with the provisions of the notes, notice is hereby given that for the Interest Period 20 May, 1991 to 20 August, 1991 the notes will carry an Interest Rate of 6 ½ % per annum. Interest payable on the relevant interest payment date 20 August. 1991 will amount to US\$158.13 per US\$10,000 note.

Agent: Morgan Guaranty Trust Company

JPMorgan



del in lite

INTERNATIONAL CAPITAL MARKETS

the Wise Hanson would need to cast its net wide

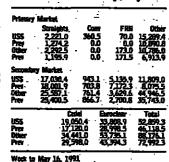
"MATHEMATICALLY directly in line of political fire. It is unlikely the Bank of from easy." That assessment, England would stand idle, parfrom a senior official at a US bank, sums up the conventional wisdem among most international bankers about Hanson's ability to raise the necessary funds for a cash bid

Nobody would stick his neck out and declare it impossible, however. Assuming that most of Hanson's more than 27bn in cash is accessible — an assumption which most bankers would not be willing to make at this stage — Hanson would need an estimated £5bn from banks to fund a cash bid. If Hanson was willing to pay the necessary premium to banks and did not care too much about which banks were providing the money, it would have a fighting chance of being able to muster an underwriting

According to an official at a European bank, enough non-British banks would, if paid enough, be willing to under-write a big Hanson loan. A more general syndication would then await the success cles to banks providing finance would have fallen away. Still, according to bankers, Hanson could not take success for granted for a number of rea-

 Bank relationships and politics. Most of ICI's "relation-ship" banks, including the main British clearers, would not take the risk of backing the bid. To its top banks, ICI is worth seven-figure fees annu-ally and backing a bid for its break-up would bring them

> EUROMARKET TURNOVER (\$m)



ticularly if the government decided a bid was politically too hot to handle.

On the other hand, Hanson itself has carefully cultivated a wide group of banks inside and outside the UK. Because of this, Chemical Bank - which bankers guess would lead any financing - would find it easier to gather support than did Bankers Trust for the Industries first mooted in 198 by a group led by Sir James Goldsmith.

 Leverage. It is conceivable
 even likely — that US regulators would define the bid as a highly-leveraged transactio (ELT). This would put off som hard-pushed potential US len ers. A transaction which results in a corporate leverage ratio — defined as total liabilities divided by total assets — of 75 per cent or more is an HLT. So is one where the liabilities of the corporate leverage in the liabilities of the corporate liabilities of the corporate liabilities. ities of the company are do bled and a leverage ratio of 50

per cent results.

Some banks, albeit a shrink ing group, will not back hostile takeover bids. "Japanese bank don't like hostile bids," said one Japanese banker last week Against this background, the less Hanson has to raise from banks, the easier its task will be. Hanson's chances would be increased if it could line up potential buyers for parts of iCl's business. A powerful ally would also be able to bring in other potential lenders.

where, reversing the pat tern of last year, UK borrowers remain subdued in the interna tional bank lending market but a number of deals emerged in continental Europe.

Preussag, the German engi neering company, is raising a DM500m, five-year revolving credit through Westdeutsch Landesbank, a prominent shareholder. Avesta of Sweden is seeking a \$100m term loan over three years through Man-ufacturers Hanover, SE Ban-ken and Swiss Bank at an interest margin of 55 basis points. Isveimer, the Italian co-operative credit institution, is looking for \$150m over five years via Bank of America at a margin of 35 basis points.

Stephen Fidler

AIBD ANNUAL MEETING

Failure to concentrate brings failure and success

Association of International Bond Dealers met with both failure and success, when members rejected a fee increase but approved a change of name, at the group's annual general meeting in

Hong Kong. Fears that there would not be a quorum proved unfounded, as attendance, at 62 per cent, was higher than in Amsterdam last year. But the AIBD seems unable to inspire its members to concentrate on the issues in hand. Throughout

the meeting, fewer than half a dozen of the more than 500 who attended asked a question or raised a point. Also at the meeting on Fri-

day, Cedel announced its decision to accept, with certain conditions, proposals by Euro-clear, ending the long running dispute between the two Eurobond clearing houses on how to exchange settlement infor-

The announcement by Mr Andre Lussi, Cedel's chairman, followed a strongly worded speech by Mr William Watt,

who as chairman of the AIBD's Market Practices Committee has tried to mediate between the two sides.

Three of the four proposals made by the AIBD board were accepted at the meeting. The first, to change the AIBD's name to the Interna-tional Securities Market Association with effect from Januciation with effect from January 1992, was designed to reflect the broadening constituency of the group and to prove its credibility in lobbying for industry concerns, e.g. in the realm of Euro-

pean Community legislation. The second proposal contained two elements, which many members felt should have been split. A proposal to protect members from liability losses sustained by the association was linked to an increase in the annual membership fee from SFr6,000 to a range of SFr7,500 to SFr10,000. A fee increase, often a contentious issue, was last rejected at the AIBD's Dallas meeting in 1988. This year,

many members simply felt unwilling to pay up, with the

firms are facing hard times. Some also resented what they felt was the carrot and stick protection to higher fees.

approach of linking liability But Mr John Langton, chief executive of the AIBD, pointed out that the issues were linked under Swiss law because the range of fees was needed to range of less was needed to cover some potential liabilities. "I do not think a lot of people understood the legal implica-tions or niceties," said Mr representation

AIBD in much improved finan-

cial shape, while their own

were carried out without demur. One, to institute a right of appeal for firms which are refused membership, should increase the AIBD's chances of being recognised by the European Community. The lack of such a process "smacked of cartel," Mr Langton admitted. Members also voted to increased the number of meetings, in order to improve

Tracy Corrigan

						NEW INTE	RNATIO	NAL BOND ISSUE	S						
Borrowers	Amount m.	Maturity	Av. Ilfe years	Coupen %	Price	Book runner	Offer yield	Barrowers	Amount m.	Meturity	Av. Ilfe years	Coupon %	Price	Book runner	Offer yiel
US DOLLARS		_ :		_				EB(o)†	200	1999	-	6%	1024	Credit Suisse	6.25
Credit Lyonnals†	300	1998	7	834	100.90	Credit Lyonnals	8,574	Credit Comm.de France(q)†	150 75	2001	-	74	102	Credit Suisse	6.96
ANZ Banking Corp(c)##	200	1994 1998	3	(c)	100	SBC	-	Bque.Nationale de Paris***† GECC***	75 75	1994 1996	-	74 el	102 ³ 4 102	SG Warburg Soditic Boue.Paribas (Suisse)	6.40 6.27
GECC(f)†	100	1998	8 ² 3	(c) 85 ₈ 81 ₂	100.40	Kidder Peabody Int.	8.528	Mobil Aust.Fin.**f	100	1996	•	7 4 63 63 7	101-4	SBC	6.3
St.Cr.Cd.Mst.Tst.Ser.A(j)† St.Cr.Cd.Mst.Tst.Ser.B(j)†	1.5bn 188	1996 · 1996	EL.	8.5	99.15 99.15	Salomon Bros. Salomon Bros.	8.717 9.193	Okobankt	75	1996	-	7	102	J. Henry Schroder Bank	6.51
Export-Import Bk of Japant	250	2001	5 ¹ 4 10	834	99.86	LTCB Int.	8.772	ABB Capital BV++1	75	1994	-	718	102	Credit Šuisse	6.37
Vestie Holdings Inc.(m)*†	250 200	2001 1998	7	8¾ 5%	100	UBS Phillips & Drew	5.875								
Canon inc.	370	1995	4	4	100	Yamalchi int.	4.000	PESETAS							
l'okai Kogyo Co.¢ Barclays Nth.Am'can Cap.(f)†	100 500	1995 2021	4 30	934	100 99.70	Nomura Int. Goldman Sachs	4.000 9.781	Republic of Ireland(g)†	10bn	1998	7	11.80	101.70	Bco.8libao Vizcaya	11.43
lapan Storage Battery(v)***	20	1996	5	(v)	100.20	Mitsubishi Finance	2.101	LIRE							
			•	1-7				Ford Motor Credit Co.†	150bn	1995	4	1214	1015	Banco di Roma	11.71
STERLING									IGANII	1563	7	12.4	101-2	Dano di Itolia	
iokyo Electric Power† Atged.Fd.Corp No.4 A1(d)#†	150 100	2001 2035	10	11 643	101.35 100	CSFB CSFB	10.773	FINNISH MARKKA							
Miged.Fd.Corp No.4 A2(e)#†	100	2035	(d) (e) 5	(e)	100	CSFB	- :	Finnish Export Crediti	300	1994	3	1112	1014	Postipankki	11.03
Voolwich Bldg.Society(n)#1	100	1996	`5	(d) (e) (n)	100	Deutsche Bk Cap.Mkts.		Deutsche Sk Fin.(Curacao)†	300	1996	5	1114	101.80	Deutsche Bk Cap.Mkts.	10.76
CUs								GUILDERS							
	400	4000		407		0000	15.000	Nationale Inviteringsbk.†	150	1996	5	9	101.15	SBC Inv.Bking.NV	8.70
Sank of Greece(k)† Compaonie Bancairet	400 200	1996 1996	7 5	10¾ 9¾	99.60 101.575	CSFB Parihas Canital Mids.	10.333 8.970		,,,,		-	•			
KB Baden-W'bergt	100	1995	4	2.2	101.425		8.564	SWEDISH KRONOR							
				-	101112			Nordic Inv.Bank(u)★★1	400	1998	7	11.4	(u)	Bit of Tokyo Cap.Mkts.	
CANADIAN DOLLARS	450			<u> </u>		Caldana Carlo		YEN							
SECC† /ille de Montraelt ·	150 100	1996 1998	5 7	10 10%	101.49 101.475	Goldman Sachs Wood Gundy	9.611 10.443	World Bankt	50bn	2001	18	634	99.65	Nomura Int. ·	6.79
Desterreichische K'bankt	150	1994	Ś	10	101,525		9.393	Bridgestone Corpt	20bn	2001	10	74	101 4	Niidko Secs.	7.07
akyo Electric Power Co.†	200	2001	10	10 ¹ 2	101,575		10.241	Bridgestone Corp†	20bn	1999	8	74	101 4	Yamaichi Int.	7.04
redit National†	150	1998	7	103	101.80	Bankers Trust Int.	10.005	Bridgestone Corpt	20bn	1998	7	74 74 74 74 74	1012	Nomura Int.	7.04 7.05
otal Cle.Fr.d'Petroles†	100	1996	5	1012	101,65	Deutsche Bk Cap.Mkts.	10.064	Bridgestone Corpt Trips Series Qt	20bn 4bn	2000 1996	5	74 73	101 % 101 %	Daiwa Europe Toyo Trust Int.	7.28
JUSTRALIAN DOLLARS		ı						Inter-American Devt.Bankt	35bn	1996	5	7	101%	IBJ Int.	6.66
asmanian Public Fin.Corpt	50	2001	10	121	100.30	Deutsche Bk Cap.Mkts.	12.196	Royal Bk of Canada(r)†	4bn	1992	1	8	100%	Nippon Credit Int.	7.06
SMAC Australia Financet	75	1996	5	12½ 11¾	101 4	Hambros Bank	11.408	11071400100 504400							
		'		•	•			LUXEMBOURG FRANCS						45.	
RENCH FRANCS						•		K'bank Int.Fin.NV(h)† Volvo Group Fin.Europe≠★†	2bn 1bn	1999 1994	8 3,167	91g	101,95 102	KBL BIL	8.77 8.72
		***		4.5				Postipankki ##†	600	1996	7	91 ₂ 91 ₄	101.90	Credit Europeen	8.87
Societe Generale(s)##	500	2001	10	(3)	100	Societe Generale	-	Dieteren Trading BV★★↑	500	1996	5	91,	101.85	BGL	8.65
-MARKS								Banque UCL†	250	1996	6 <u>1</u> 2	914	101.90	Banque UCL	8.83
lichii Co.(a)+†	500	1995	4		100	Deutsche Bank	4.000	IPPA Finance Co.BV 91/98† Bacob Overseas Fin.**†	600 500	1998 1998	7 6½	9½ 9½	102.15 101.80	BCEÉ Banque UCL	8.82 8.85
Daido Metal(i)#†	35	1005	7	7	100	Yamaichi Int.GmbH	4.000	41 1 6 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4						A . ii. =	
lepublic of Turkey†	350	1996	5	10 ¹ 2	100 ¹ 2	Commerzbank	10.367	**Private placement, \$Convertible.	With equity	warrante #F	Realing rete	note. • Varies	ale rete no	tes. (Final terms. a) Exercise pr	emium Reed a
umitomo Chemical(I)#†	250	1998	7	512	100	Daiwa Europe GmbH	5.500	2.55%. Non-callable. b) Exercise pre	mium fixed	at 2.51%. Non	-callable. c)	Coupon paya	25bp over	3-month Libor, payable quarterly	y. Non-callable
lenown Look Inc.(i) ̆ ISL Bank(p) sl.k †	250 . 70 . 50	1996 1994	5 3	10 ¹ 2 5 ¹ 2 4 ¹ 2 10	100 100¾	Deutsche Bank Schlischer Bkverein.	4.500 9.700	years assuming a 20% prepayment	rete. Callet	No ex per effe	A Journal A	86. e) Morto	age backer	lesue. Coupon paya 55bp over	3-month Libe
SL Dank(p) xx Cenon inc.♥	600	1995	ă	4	100-4	Schischer Beverein. Deutsche Bank	9.700 4.000	stepping up to 85bp over 3-month LI 1997. A Fungible with existing \$250m	ibor in Janu 1 deal. Non-c	ary 1997. Ave pilable of Ma	rage life - 5 stador lesve.	yeers assumi Non-callable.	ng a 20% h) CaBabi	propayment rate. Callable at pa e from 1996 at 102% declining 5	i seet januar 1. seet januar
liura. Co.∳	100	1995	4	4	100	Nomura Europe GmbH	4.000	i) Exercise premium fixed at 2.5%, I	Von-cattable	Credit con	d-becked less	e. Full name	of borrows	r - Standard Credit Card Mast	er Trust Serie
				•				i) Exercise premium fixed at 2.68%.	Non-callable	o. m) Each bo	nd cerries 80	Manualta and	Manday p	olders can buy 1 registered sha	re in Nestie S
WISS FRANCS		-						per 50 warrante at \$Fr9.200 per shi	ere. Exercis:	premium 11x	95 at 9%. n livery of 26 s	Coupon pay theres of Vets	9.15% C	rer 3-month Libor. Non-ceileble. Sesh amount of DM1,160 per DM	. 0) Callabia i 110,000 bond. c
asaki Shinju(b) * ***† fita Industrial Co. ***†	100 80	1998 1996	-	33 ₈ 7½	100 993	Banca Del Gottardo Swiss Volksbank	3,375 7,311	Union black of Norway*x*T **Private placement. \$Convertible. 2.55%. Non-callable, b) Exercise pre d) Mortgage-backed lasue. Coupon years assuming a 20% prepayment stepping up to 85bp over 3-month L. 1997. I Pugliste with satisfing \$250th) Exercise premium fixed at 2.5%. P. (1) 1891-1 — a special purpose webl) Exercise premium fixed at 2.6%. per 60 warrante at \$279.200 per alt 1997 at 1991-2%, p) lasuer has option \$3.cbordinated lasue. Non-callable. I) Pibor. If Yankee subordinated lasue London Metal Exchange. Non-callable.	NSKhal-links	d Issue. Non-	celleble. s)	Subordinated	lasua for p	rincipal only. Coupon pays 15%	6 over 3-mont

Moody's **Investors Service**

announces the first German rating agency

Moody's Deutschland

GmbH i.G.

Moody's Investors Service

FRANKFURT LONDON NEW YORK PARIS SAN FRANCISCO SYDNEY TOKYO



MIRROR GROUP NEWSPAPERS plc £150,000,000

Revolving Credit Facility

Barclays Syndications

Lloyds Bank Capital Markets Group Credit Lyonnais

Midland Montagu

The Bank of Nova Scotia

Barclays Bank PLC Credit Lyonnais Lloyds Bank Plc Kansallis Banking Group Societe Generale Midland Bank plc

The Fuji Bank, Limited Banque Nationale de Paris Credit Suisse

The Long-Term Credit Bank of Japan, Ltd The Sumitomo Trust & Banking Co., Limited Swiss Bank Corporation

Lloyds Bank Capital Markets Group

Mirror Group Newspapers plc

K MARKETS

	· · · · · · · · · · · · · · · · · · ·	······································	W	ORLD STOC	ļ
AUSTRIA	FRANCE (continued)	GERMANY (continued)	HETHERLANDS	SWEDEN (continued)	•
1991 Price Migh Low May 17 Sch	1991 Price	1991 Price High Low May 17 Om.	1991 Price High Low May 17 Fig.	1991 Price Kreer 245 155 Electrolax 8 First 242	•
3,710 2,210 Austrian Airlines 3,240 d 3,540 2,450 Creditanstalt 3,410 4,925 3,200 EA General 4,290 880 583 EVN 834	2,778 2,250 Bongrain 2,5424 642 412 Bongses 572 1,201 765 CGIP 1,096	1 310 1 110 Cotonia Vers 1 200 725 525 Cotosia Versich M 642 27550 219 10 Commerzback 261 50 251 58 179 Continental AS 184 50	39.40 30.80 ASIA mista; 38.30 47.50 31 ACF Holding 41.50 133.90 101.10 AEGON	225 160 Ericaton B Free 179ml 154 95 Essette B Free 146 200 141 Gambino B Free 197ml 305 195 Brita ban B Free 235ml	
880 583 EVN	1 095 785 Canal+ 1,049 444 310.50 Cap Gemini S 374.70 2,041 1,553 Carrefour 2,018	665 548 DLW	117 30 70.90 AKZO	305 195	•
1,761 1,129 Partnesser Zebbet 1,1700 975 555 Rades Heraklith 872 2,366 1,520 Relainghass Bree 2,130 449 276 Steyr Datmier 401	642 412 8 8 617 1 1 1 1 1 1 1 1 1	251.9 179 Coatinemia As. 1691.30 665 546 D.W.	77-30 31 ACF Holding 41-50 133 30 131 10 AEGON 513-50 133 30 131 10 AEGON 513-50 137 30 60-50 Ahold 77-70-8 117 30 70-70 AKZD 108 1-10 44 30 AMEV 55 1-213 170-70 Bols Lucas 211 39-50 66-60 Bernall Weby 0. 79-50 64-30 43-20 Robinson fat 0. 50.80 67-20 77-50 Cestrale Salter 94-80 187-20 77-50 Cestrale Salter 94-80 198-30 13-30 Bols 10-20 198-30 11-30 Dordische Petr 143-50 198-70 67-30 Eberler Di Rats 84-20 198-30 25-30 Gist Brocades 34 103-80 129-50 Holding Beton 209-61 198-30 25-30 Gist Brocades 34 103-80 129-50 Holding Beton 209-61 198-30 25-30 Gist Brocades 34 103-80 129-50 Holding Beton 209-61	295 137 Sanifeasi i free 285 310 205 Sanifeas 5 Fee 310st 190 110 Standar Free 106 75 52 50 Stan English C 63 50 110 67 SKP B Free 93 353 228 Stora Kopp B 330st 112 81 SYA 2 See 102	,
869 538 Vetsche Mapselt 600 564 445 Verbend (Br) A 513 6,135 4,268 Wienerberger 5,730s	530 383 Cub Mellerper 435 400 336 Cogifi	810 700 Dosglas Hidg 781 319 235 Dragewerk 299 390 315 Orestner Bt 378	118.70 84.50 DSM	75 52 50 San Endida C 63 50 110 67 SKF 8 Free 93 353 228 Stora Kopp 8 330ml 112 81 SCA B Free 102 139 93 Statasa B Free 115 148 91 Telistop 8 Free 143	,
BELGIUM/LUXEMBOURG	133 C.F	200 200	35 24.10 Folder	139 93 Sita Hand B Fine 115 148 91 Tretition B Fine 143 330 200 Value B Fire 301	
High Lew May 17 Frs. 3.020 2.110 ACEC-balon Min 2.300 3.210 2.250 B8L 2.500 3.210 2.250 B8L 2.500 3.210 1.025 Bank tall 1.bx 1.1,150 12.501 10.05 Bank tall 1.bx 1.1,150 12.505 910 Barco 1.2,450 1.505 910 Barco 1.2,450 1.505 910 Barco 1.2,450 1.505 910 Barco 1.2,550 1.505 910 Barco 1.2,550 1.505 910 Barco 1.2,550 1.506 0.300 Betzert 1.5,500 1.500 0.4,530 Cobepa AFV 1.5,100 1.79 1.33 Cockeril Priv 1.72 3.460 2.480 Colruy 1.3,230 4.700 2.550 Betain Fr liber 7.830 4.700 4.165 Electrabel 4.875 4.710 4.000 Electrabel AFV 4.850 3.170 2.505 Electrafica AFV 1.3,100 3.850 2.910 G8L AFV 1.3,650 1.374 982 G18 Group 1.3,72 3.950 2.910 G8L AFV 1.3,650 1.374 982 G18 Group 1.3,72 1.370 990 G8 Gechem AFV 1.300 900 600 Gechem AFV 1.300	689 500 Cred Lyon (CD) 607 1.289 920 Credit Nationale 1,230 2.310 1.649 Damart 1,890 4.164 3.670 Dots de France 3,780 4.33 245 Politius Ming Ge 388 906 723 ESF 60 4.72 2.75 2.050 East Cle Geni 2,661 4.73 258 ECO 359 37.180 248 EH-Aquitatine 366.50 247 191 EH-Aquitatine 366.50 247 192 EStillor lot 360	750 660 Goldscheidt (FH) 713 713 715 Manthrey Elekt 192 470 335 Happy Elekt 192 470 335 Happy Lloyd 402 1,230 835 Heldelb Zem 1,198 411 312 Herilitz 377 410 965 Hotelst 1,403 727 20 194 50 Hotelst 257 239 81 55 Hotzmam Pb 1,475 240 240 250 277 216 Industriektedit 257 336 251 Industriektedit 257 336 252 Karistadt 494 494 50 525 Karistadt 494 494 50	161.50 123.60 Helenker. 150.70 220.30 148 Hollad Beton 229rd 64.80 38.70 Hoogovers 56.70a 64.70 51 Henter Desgiss 79.50 64.50 39.50 Helen Desgiss 79.50 64.50 39.50 Helen Desgiss 79.50 64.50 39.50 Helen Desgiss 51.70 34.50 67.62 intit Mocher 88a 22.90 19.30 KLM 25.50 56.40 33.80 KNP 25.50 56.40 33.80 KNP 48.60 60 33.80 Helloyd 25.50 64 33.80 Helloyd 51.50 65 33.80 Helloyd 51.50 66 33.80 Helloyd 51.50 67 33.80 Helloyd 10.50 68 50 70 Hiperi-len Cate 88.20 140 108.50 Roykta ke Red 139 54.50 33.50 Gev Veriat 49.10 46.30 38.16 Gements (Vas) 39.30a 233 16.30 Pathose 137 51 19.70 Pallips 30.30 104.20 84.30 Robero 98.40 57.50 51.60 Potyferam 35.20 104.20 84.30 Robero 98.40 57.50 51.60 Roykta 55.80 101.60 78.30 Rollaco 55.80 101.60 78.30 Rollaco 55.80 101.60 78.30 Rollaco 55.80 101.60 78.30 Rollaco 56.30 101.60 78.30 Rollaco 56.30 101.60 78.30 Rollaco 55.80	SWITZERLAND 1	
3,210 2,280 B St	906 723 EBF	411 312 Heritz 377 1410 965 Hochtlef 1,403 2720 196 50 Hochtlef 257,30 299 181 50 Hocket 253,50	54.10 46.30 Int Mederland 51.70 84.50 67.25 Intl Modler 88nd 28.90 19.30 KLM 25.50	1991 Price High Low May 17 Frs.	
1,505 910 Barco	247 191 Di-Aprilain Cots 247 429 285 Essilor lat 360 2,240 1,310 Etex 1,999	299 181.50 Hoesch 253.50 1.487 965 Holzmann Pb 1.475 209.50 1.55 Hortes 200.50 277 216 Industriefundit 257	56.40 33.80 KNP	1.020 640 Adia Inti (Br) 780 135 71 Adia Pig Cis 130.50 1.255 855 Absulse Lonza 1.050 103 68 Absulse Pig Cis 94	
5,700 4,600 Cotepa AFY 1 5,1004 179 133 Cockerill Priv 172 3,460 2,480 Colnay1 3,230	247 191 El-Agidate Cets 247 429 285 Essilor Int. 360 2,240 1,310 Etez 1,999 1,829 1,270 Eurafrance 1,640 929 575 Eurocom 873 124 90,20 Euro Disacy 123 4,400 2,901 Euromarche 3,990 1,480 1,024 Exor 1,393 160 132 Finestel 140 880 757 Fone Lynosalse 744 2,170 1,641 From Cet Awr 2,020 468 287 50 CTM-Entrepose 460 1,850 1,350 Gail. lafayette 1,706 967 815 Gammat tSc 0 901 816 592 Een Occidentale 774 863 455 Geophysique 715	336 261 Intestrie Werke 305.50 178 122 Kall & Salz 164.50 660 525 Karstadt 652 520 415 Karftof 494.50	140 108 50 Rapida Ver Beir 139 54 50 33.50 Oce V Grist 49.10 46.30 38.10 Gamenta (Vas) 39.30al	1.255 855 Auguste 1942 1, 1959 1103 68 Auguste 1942 15 16 4 16 16 16 16 16 16 16 16 16 16 16 16 16	
4,920 4,165 Electrabel 4,875 4,910 4,080 Electrabel AFV 4,850 3,170 2,505 Electrafia ACT 3,100	1.480 1.024 Exor	b50 52	203 163.50 Pakhoed 197 31 19.70 Pallips 30.30 38.60 26.60 PolyGram 35.20 106.73 84 30 Pakhoed	2,950 1,360 CS miss (67) 2,640 t 2,950 2,320 Clin Gelgy (8e) 2,640 t 2,640 1,840 Clin Gelgy (Reg) 2,320 t 2,560 1,780 Clin Gelgy (P.Col 2,250 t	
234 71 Fabrique Nat 122 3,950 2,910 GBL	468 287.50 GTM—Entrepose 460 1.850 1.350 Gal. lafayette 1,706 987 815 Galmont (Soc NO 901	631.50 731 Unde	57.50 51.60 Rodanico	2,507 1,750 Ontogritts	
1.370 960 GIB Group AFV 1.300 900 600 Gechem 852 820 600 Gechem AFV 780	1967 812 6ammat 55x III 774 815 842 6ammat 55x III 774 816 842 6ammat 55x III 774 816 843 845 6acothylage 713 241 141 90 Introduction 713 241 141 90 Introduction 714 820 141 820 Introduction 719 820 122 71 198 820 122 198 198 820 122 198 198 820 122 198 198 820 122 198 198 820 122 198 198 821 123 198 822 124 125 823 124 125 824 125 125 825 125 825 125 125 825 125 125 825 125 825 125 125 825	19130 731 Londo	167.10 122 VO ROYAL UNICO 152.860 167.30 141.20 Unilever 156.01 199.70 76 VNU	1.670 1.160 Fischer (Geo) 1.425st 280 176 Fischer Ptg 228st 2.49st 1.760 Forbo 2.300st 5.500 3.720 Halderbk (Br) 4.890 6.150 4.500 Heizstoff (Br) 6.000st	:
900 600 Gechem AFV 280 5 740 4,005 Generale Bangue 5,050ml 5,640 4,270 Gen Bangue AFV 5,250ml 8,000 6,000 Generale Bangue 5,050ml 8,000 6,000 Generale Bangue 5,050ml 8,000 6,000 Generale Bangue 7,040ml 8,000 6,000 Generale 2,000 6,000 Generale 2,000 Generale 2,	344 200 imetal	870 785 Mannhelm Vers 870 555 7 400 Mercades Hid 550 555.50 379 Metallyselisthaft . 505at 2,660 2,120 Metallyselisthaft 505at 276 183 PWA	83.80 61 Westatien 77.90 57 44.90 Wolzers Klawer 53 80al	1,720 1,250 Jeimoli	
4,295 3,300 Kredleták AFV . 4,200 14,550 11,700 Par Holding Lnc 14,250 12,250 9,220 Petrofina 12,200 3,850 3,200 Persentin 2,800	5,550 3,602 industrielle 4,406 499 404.10 interbal) 483 1,300 985 intertechnique 1,055	2.660 2.720 ktesch fasch (fiet) 2,470 276 183 PWA	1991 Price	1,670 1,050 Len Hold (Br) 1,560 275 160 Len Hold Ptg 264	
2,840 2,160 Powerfin AFV 2,800 4,990 3,420 Royale Belge 4,500 4,890 3,600 Royale Belge AFV1 4,460	4,020 3,200 LVMH	340 217 Preustag	122 75 Aker A Free 104 153 100 Beryssen A 153 68 39 Christian St Free 40	8,580 6,980 Nestle 8,560	
2,520 1,805 Soc Gen Beige 2,320 2,715 1,780 Soc Gen Beige & 2,320 12,675 9,650 Sofina	4,130 3,174 Legrand 3,760 546 395.10 Locafrance 544 645 458.10 Lyon Eng Danez 589	36/50 156 Reimetal Pri . 231 70 432 339 Rein West El 394. 70 140 27 525 288 Rosenthal 318 807 66/4 50 Schering 777 379 266 50 Schering 777 379 266 50 Schering 344. 50 542 50 Schering 3	148 90 Des sorst Bi Free 110 128 99 Dyno Ind 127 185 100 Elicen Free 183 221 145 Halshari Iyo A Free 220	940 680 Hay Globus Pig 870 530 210 Milloran (Reg) 460 1,450 1,210 Milloran (Reg) 1,420 8,560 6,980 Nestle (Reg) 8,560 8,490 6,580 Nestle (Reg) 8,480 590 405 0er-Buchrle 515 1,375 890 Parqesa Hid 1,235 425 325 Pirelli 378 11,690 7,250 Richemont 11,050 7,820 6,210 Rocte (Br) 7,820	
7,500 4,760 Tessenderio 6,900 7,100 4,890 Tessenderio AFV . 6,900 8,950 6,900 Tractebel 8,450	304 212.21 Matris	807 604.50 Scherning	100 100	4,650 3,390 Roche (Gerass) 4,650 12,150 8,800 Sandoz (Br) 11,6004	
19,625 15,600 UCB	1.440 1.180 Navigation Mixte 1.350 153 98.10 Nord Ext 130.60 1.794 1.250 OFP 1,761	379 266 50 Selecution's Latent 344 50 647 50 554 Stenners	75	2 340 1 750 Sandez (Pt Ctd 2 230si 11,800 7,910 Sandez (Reg) 11,325si 6.280 4,100 Schindler (Br) 5,700 1,170 760 Schindler (Pt Ctd 1,100	1
	538 379.10 Paribas	354.50 279	125 80 Saga Pet A Free 120 125 83 Saga Pet B Free 116 18.20 12.10 Skangen (1 M) 16.75 128 98 Storebrand Free 124	780 600 Sika Reg A 760 7,870 5,500 Servellance Bri 7,680 840 545 Swissalr 742	
1991 Price High Low May 17 Kr 880 715 Batter toking lag 734	589 417.10 Peugeot 577	372 309 Viag	18.20 12.10 Skazyge (1 M) 16.75 128 98 Storebrad Free 124 168 94 Storebrad Free 167 113 73 Unitor 107 92 51 Vard AS A 70	780	-
329 299 Bilkuben 324 1,630 1,240 Carisberg A 1,600 1866 66,500 D/S 1912 A 195,000 1,000 835 Danisco 949 330 246 Den Danisco 330	382 275 Pinaun	200 170 120051 13429 . 135	1991 Price	1 430 1 900 Suriss Volksiik 1 385 3,730 2,450 Union Bank Br 1,520 149,51 180 Union Bank Pg 145 4,170 3,350 Winterther 3,970	=
960 765 FLS led B 827	401 40 232 Bloom Product Cts 352	ITALY 1991 Price Sligh Low May 17 Lire	High Law May 16 Pts. 6,610 3,920 Alba (Corp Fin) 5,980 1,840 1,015 Aragonesas 1,695	808 640 Wistertion Pig 742 4,780 5400 Zarich las 4,600 2,330 1,810 Zarich las Pag 2,170	i
800 680 Marnia Invest.A 708 021 707 KS Mi San R. 91A	699 609 SILIC 672 1,775 1,324 Sagern 1,710 473 332 10 Saint Gobain 448 1,455 1,102 Saint Louis 1,444	4,920 3,800 Banca Comm 4,595at 8,900 5,400 Banca Naz Agric 6,800 6,300 5,225 Banco Lariano 5,910at	3,650 1,725 Asiansi	; ;	•
396 320 Jyste Bank Res 384 1,560 960 Lauritzen (Ji B 1,470 390 327 NKT A/S 350 449 340 Rove Nord B 446	1,455 1,102 Saint Louis 1,444 935 720 Saint Louis 1,444 1811 613 Schneider 755 1,680 1,130 Seb SA 1,582	295 228 8astogi-I RBS 232 9,900 6,620 8argo (Cartiere) _ 8,950 2,780 2,040 CIR 2,590	4,760 4,275 Banco Cestral 4,670 3,670 3,575 Banco Exterior 3,625 3,460 2,350 Banco Hispano 3,460 11,450 8,390 Banco Popular 11,450 5,730 4,010 Banco Sactandor 5,670	SQUTH AFRICA 1991 Price Righ Low May 17 Rand	T
327 327 NK 107 Nord B 446 1,600 230 Sopks Bered B 1,560 4,900 3,900 Sopks Bered B 1,560 1,170 950 TopDanmark 990 280 214 Unidanmark A 267	1.680 1.130 Seb SA	2,407 1,710 Cementir 2,029 3,450 2,130 Cigahotei 2,630 1,060 2,420 Colide Fin 2,660	11,639 8,390 Barro Fogueri 11,439 5,739 4,010 Barro Sartander 5,570 4,000 2,890 Barros Bartander 2,360 6,550 3,450 Carboro Betal 5,860 6,550 3,450 Carboro Betal 5,860 2,900 2,175 Drogados 2,875 3,370 2,210 Ebro Agricolas 3,145 2,500 Electra Verspo 2,545 2,125 Endesa (Br) 2,315 1,900 2,475 2,125 Endesa (Br) 2,315 1,100 631 Errore 8,000 2,475 2,125 Endesa (Br) 2,315	15.25 12 AECI 12 100 80 Atiled Tech 91.50 120 80 Angle Am Conj 116.50	-
FINEAND Price	458 312 Se Georgie de Fr 427 1,739 1,066 Sommer-Allibert 1,705 637 362 Sele Battignolles 560 364 50 250,20 Selez (Fin de) 350	2,750 2,150 Credito Italiano 2,491a; 9,550 6,770 Danieli & C 7,525 1,720 1,325 EniChem 1,524	3,370 2,210 Ebro Agricolas . 3,145 3,175 2,500 Electra Viesgo . 2,590 2,475 2,125 Endesa (Br) 2,315 1,190 621 Ercros	194.25 84 Anglo Am Corp 193.75 255 179 Anglo Am Gold 194 43 33 40 Raylow Rand 39 50	5
High: Low May 17 Mika 74 37 Amer 56 80 48 Cultor 52.20	4.268 2.940 Taltiliger	2,500 1,945 Ferrezzi Fin 2,129 5,920 4,610 Flat 5,560 4,230 3,465 Flat Priv 4,080	24/5 2125 Eners (197) 2315 11/90 &21 Erers 948 11/90 &25 Fessa 767 2,060 1,490 Hidroid 767 752 619 Herdser 729 4,290 2,750 Kolpe 4,200 6,290 3,600 Mastrin 5,960 1,720 1,140 Metal buro-fdg 1,615 6,200 3,750 Metrosacca 6,010	50 33 Buffels	k
74 37 Armer	596 441 UAP	6,500 5,520 Fidis	752 6.19 herdsgro 729 4,290 2,750 Kolpe 4,200 6,290 3,600 Mapfre 5,960 1,720 1,140 Metal Duro-Felg _ 1,615	9,75 5,45 periorizat coar - 0.10 41 30.25 priefornizia 35,65 9 6,25 East Rand Gold 8,25 28,25 16,25 Elandsynd Gold 15,00 9,25 28,25 First Nat Back 40,50st 32 18,25 Firs Sale Back 40,50st 32 18,25 Firs Sale Back 40,50st 75 52 George 11 75 52 Gold Fields SA 69 21,50 13,50 Hartchess 18	i
97 48,20 Metra B Free 75 85 46 Nobia Pref Free 71	485 325 Valeo 462.80 346 206 Vallourec 303.10	3,590 2,200 Gliardial 3,200 15,500 11,750 IFI Pris 14,030 8,700 6,700 haicable 7,440d	1,750 Metrovacesa 6,010 1998 15,000 Portland Vald 19,000 2,640 2,010 Repsol	32 18.25 Fire State Cost Cold 23.25 11.55 9 Genoor	A
79 49 Repola (Free) 66 130 95 Stockmann B 130	1991 Price High Low May 17 Day.	3,125 2,397 Italigas 21,295 15,800 12,000 Lloyd Advistico 15,310 1,018 750 Warrell Blandi 861	950 534 Sarrio 920 678 483 Serillana Elec 629 4,990 3,305 Tabatalera A 4,950	21.50 15.50 Hartebeest	-
35 18.50 Tampella Free 31 28 18 UBF C 27.50 FRANCE	223 177 AEG 192.50 840 720 AG ind & Verk 813 874 590 Auchan Mak (Reg) 860	16,650 12,600 Hediobanca 15,380 1,600 1,250 Mostedison 1,430 4,080 2,800 Olivetti 3,605	1070 433 Serimans Let 0.67 4,990 3,305 Tabatslers A. 4,950 1,550 841 Telefonica	34 21.40 Kloof Geld 28.50 3 1.30 Libanon Geld 2.25 24 16.50 Matheid 23.75d	<u>C</u>
1991 Price High Low May 17 Frs. 841 604 Accor	2.595 1,930 Alliaez AG 2,323 590 446 Altana ind 585 991 740 Asko 788 800 682 Asko Prf 750	7,400 5,120 Prelif & L6 0,1638 1,920 1,629 Prelif Spa 1,685 21,300 15,590 RAS 19,300 6,450 4,950 Rinaconste(La) 6,200al	2,335 1,295 Uralita	15.60 13 0 K Bazans 13 85 55 Palabora Mng 74 19.50 13.80 Rembrandt Grp 18.25	S
735 505 Al-I lanide 606	800 682 Aska Prf	Bilgit Law Stay 17	SWERKIN 1991 Price	19.50 13.80 Resbrandt Grp 18.25 13.75 9.80 Resbrandt Cott 12.95 78 90.25 Rest Plat	1
635 482 10 Alicatel Alstonn 584 2.345 1.387 Arjonari Prioxx 2.200 1.279 1.010 Asset Estrepr 1.185 1.170 883 Azz 1.035 827 474 BiC 725 891 696 BSN 806 327 210 BNP Cert Inv 255	400 287 Bayer-Hypo 359ml 582 356 BM W (8r) 553ml 395 300 Beyer Versissisk 378 780 665 Belengorf 745 125 100.50 Beringer Kraft 118	11 862 8 822 Stril Spa 11 492r 1 350 951 SMI 1 128 1 830 1 240 Smla BPD 1 3934	High Low May 17 Kruser 325 251 AGA B Fret 283 253 165 Alfa-Lapi B Fret 245ad	97 72 Serith (CG) Ltd 91.25 49.50 36 SA Brewers 49.50	F
327 210 BNP Cert Inv 265 565 420 Bancaire Cle 547 795 538 Beghin-Say 655 620 528 Beghin Sy Ort in 540	125 100.50 Berliner Kraft 118 438 365 BHF Bank 405 944 685 Bliffing Berg 915 1,168 770 Brown Boverl 1,110	1,862 8,822 SH1 Spi	680 455 Asea B Free 570 610 410 Astra A Free 502al 600 410 Astra B Free 595al 230 142 Atlas Copco B 216	99, 50 36 SA Brewer; 49, 50 24, 25 20 SA Man Amoor 22, 75 39 26, 50 Tiger Oats 36, 75 13, 25 13 Tangast Hulest 15, 75 239 165 Vaal Reets 195 120 73 Western Deep 105, 50	P
JAPAN	(1991 Price	1991 Price	1991 Price	AUSTRALIA (continued)	P
1991 Price High Low May 17 Yea 1,700 1,310 Allmomoto 1,550	High Lev May 17 Yes 2,900 2,080 Japain Radio 2,700 782 460 Japain Radio 2,700 900 600 Japain Straig Stat 844	High Low May 17 Yest 810 568 Hilisatz Eso 760	High Low May 17 Yen 555 410 Talyo Fishery 496	0.44 0.26 Misproc	1
1,700 1,310 Allnomoto 1,550 840 642 Abbase Brake Ind 722 1,485 1,161 All Rigens Aimas 1,400 1,790 1,260 Alps Electric 1,620 1,280 939 Amada Co 1,150 2,320 1,700 Amano Corp 2,170 1,410 1,040 Amb Costrotios 1,320 2,050 1,550 Anritrs 1,1850 953 721 Aoki Corp 785 8,500 5,100 Arabia (Buti	900 600 Japa Surag Bat. 844 738 510 Japa Syr Ruther 653 1,920 1,450 Japan Wool 1,700 760 601 Julo Paper 690	1 150 860 Milicko Sec 1 000 1 800 1 020 Milkon Corp 1 260 12 400 8 250 Brown Cent Cent 10,600 1799 597 Nippon Denko 740 1 1820 1 150 Mispon Denko 1,670 2 180 1 180 Mispon El Glass 1,990 982 690 Mispon Espress 909 1792 572 Mispon Fore Walls 45 2 930 2 340 Mispon Hoda 2 880	120 840 Takasia Bertic 1,130 915 622 Takara Shuzo 835 925 2,430 1,980 Takashinaya 2,130 1,660 1,540 Takashinaya 2,130 1,550 252 Tanabe Shyaku 1,130 850 470 Telfan 570 1,100 885 Telkoku 001 966	9.88 3.19 News Corp 8.48	-
2,320 1,700 Amano Corp 2,170 1,410 1,040 Amano Corp 2,170 1,410 1,040 Amano Corp 1,320 2,050 1,550 Amano Corp 1,850 953 721 Amaid Corp 785	1,770	2.180 1.180 Hippon El Glass 1,990 962 690 Hippon El Glass 1,990 936 690 Hippon Five 879	650 470 Telfin	13,60 4.45 Pacific Unition . 5.46	•
8,500 5,100 kahin W G Lu	1,460 909 Kapome 1,300 1,710 1,460 Kajbna 1,540 1,650 1,010 Kaken Pharm 1,360 3,190 2,227 Kandesko 3,110 631 491 Kanebo 604 799 597 Kanepafuchi 735	792 572 Histor For Hills 745 2,930 2,340 Nippon Hodo 2,880 920 700 Hippon Kayain 880 1,050 756 Nippo Light Mass 911	936 700 Tobu Raliway 895	1.60 1.15 Pasminco 1.37 2.70 2.02 Ploner Inti 2.57 3.22 2.45 Placer Paulfic 2.54 1.30 1.04 QCT Responds 1.27 7 6.04 Renison Gold 6.38 12.85 9.90 Rotheram Aust . 12.75	1
1,480 1,120 Asahi Glass 1,330 725 465 Asahi Optical 636 662 440 Asics Corp 580 1,130 780 Assagi Nylva 1,040	3.160 2.750 Karsal El Pores 2.860	11.690 1,170 Mapon Mest Pack 1,540 1726 411 Nippon Minlag . 560	21,900 22,900 Toho	13.50 Z.31 38.6FERRO 3.47	-
1,460 960 Banyu Pharm 1,250 1,170 911 Bridgestone 1,070 810 505 Bandher Ind 699u	768 565 Kansai Paint 708 1,400 1,110 Kao Corp 1,270 660 486 Exesti Haylai 608 604 380 Kawasak Kista 514	1.710 1.300 Nippon Road 1.570 806 590 Nippon Sanso 739	1,450 1,220 Tokio Marine 1,330	2.21 1.81 Stockland Tst 2.20	1
5.500 3.590 CSK 5.070 1.220 750 Calpts Food 1,110 675 492 Cathoric 620 1,660 1,200 Canon 1,530 4,150 3.250 Canon Sales 3,900 1,350 911 Casto Compater 1,300 1,350 911 Casto Compater 4,540	487 390 Kawasaki Steel 442 1,030 805 Kelin Bix Eures 965 1,090 800 Kelo Telin Bi 958 1,200 930 Kilikonan	1,650 1,060 Nippon Sharyo 1,530 744 554 Rippon Shart Class 666 1,210 790 Hippon Shingan 1,140	579 482 Telayanu Seda . 612 1500 965 Telayo (Banid . 1, 380 2,380 1,950 Telayo (Brastina . 2,300 3,300 2,810 Telayo Dount 3,100 4,260 3,550 Telayo El Perr . 3,800 3,440 2,600 Telayo (Electron . 3,600 3,740 2,600 Telayo (Electron . 3,600 17,7 525 Telayo (Ban 618	3.65 2.55 Westerners 3.64 15.38 3.72 Western Mining 5.06	
	1926 /40 NEINEIGNE 650	744 554 Regain State Late 1,140 1,210 790 Rippon Shingson 1,140 1,500 1,010 Rippon Shingson 1,350 990 612 Rippon State 1,350 920 700 Rippon State 1,350 1,01	3,940 2,600 Tokyo Electron 3,650 717 525 Tokyo Gas	3.70 2.45 Westfield Hdg 3.48 2.06 1.67 Westfield Trest 2.05 4.83 3.16 Westpec	_
670 420 Cestral Glass 555 1,240 819 Chiba Bank 1,210 3,070 1,620 Chiba Bank 2,480 9,65 725 Chiba Fie A M 9,05	1,640 1,360 Kinto Benner 1,530 571 480 Kobs Statel 539 3,050 2,510 Kolto Mauf 2,690 4,510 3,090 Kolto Mauf 2,690 1,710 2,800 Koltopo 3,400 1,020 850 Kostatsa 8k3 1,160 780 Kolto 1,1010 1,070 825 Koro Selko Co 933 844 600 Kubota Corp 752	521 436 Rippon Steel 474 664 502 Hippon Steel 475 8,90 19,80 Rppon Salsan 595 8,90 19,80 Rppon Stean 595 11,030 500 Mippon Yakin 900 17,9 512 Rippon Yakin 605 730 485 Mippon Yakin 605	1.310 915 Tokyo Rope 1.200 3,970 2.886 Tokyo Style 1.520 1,760 1,200 Tokyo Style 1.530 1,860 1,000 Tokyo Carp 1.150 906 550 Tokyu Land 702 1,730 1,310 Totes Corp 1.1650 1,590 1,240 Toypan Printing 1,480	HONG KONG	
509 1,240 819 Chiba Bank 1,210 3,070 1,620 Chiyoda Curr 2,480 945 775 Chiyoda Curr 2,480 3,100 2,640 Chiba El Perr 2,810 1,380 1,000 Chigai Pharm 1,250 2,660 2,300 Caspai Pharm 1,250 1,000 770 Ci	1,020 850 Komatsa 863 1,160 780 Konica 1,010 1,070 828 Koro Selko Co 933	719 512 Nippon Yasen 605 730 485 Nippon Zeon 607 1 300 1,070 insimutu Ceon 1,60 723 480 Nissan Diesei 620	1.590 1.240 Tooten Printing . 1.480	High Law May 17 H.K.5 4,70 3.35 Amoy Props 4,60 16,60 12 Bank East Asia 16,20	
1,080 770 Crizza Waten 1,000 861 670 Daled Chenical . 757 793 480 Daled Steel 723	1,070 823 Kupta Sint D. 933 844 600 Kubuta Corp 752 1,030 650 Kubuta Corp 752 1,260 540 Kumagal-Gumi 831 1,260 540 Kumagal-Gumi 83, 1,900 878 Korabo Ind 1,030 1,600 1,090 Kumaray 1,450 1,600 1,090 Kumaray 1,450 770 515 Kurta Qhemixdi 649 2,990 2,050 Kurta Water 2,850 820 480 Kumashi Refrac 750	723 480 Nissan Diesel 620 841 673 Nissan Motor 732 2,120 1,360 Nissel Sangyo 1,910 1,480 1,276 Nisshin Floer 1,430 1,130 912 Nisshin Oil 1,030 1,140 950 Nisshin oil 1,030 1,140 950 Nisshin oil 1,030 1,130 970 Nisshin oil 1,030	905 670 Toshiba Elect 778 1,690 1,150 Toshiba Englishir 1,600	9.10 6.95 Carbay Pacific 8.55al 19.50 12.20 Chesso Kosp 18.90at 21.80 14.90 Chisa Light 21.50ai 22.20 21.80 Chisa Motor 26.20 14.50 13.30 Cross Harbour 14.10	
86.1 670 Dales Chenical . 757 793 480 Dales Steel 723 1,530 1,120 Datel Inc 1,350 2,900 1,914 Dalfvis 2,790 2,520 1,900 Dalets Karpa B 2,500 2,580 1,970 Dalets Karpa B 2,500 2,580 1,970 Dalets Inds 2,140 1,800 1,420 Dalfvis Inds 1,690 2,440 1,480 Dalfvis Karko 1,960 1,020 740 Dalmaru Inc 921 644 429 Dal Ringon bit 545	1,600 1,090 Kirraray	1 130 912 Nisshin 01 1.030 1 140 950 Misshinbo lad 1.030 713 507 Nissho heal 619	1,607 877 Toshoku 1,410 710 465 Tosok Corp 625 1,870 1,420 Tots	TATOL TO MENLEMBER - TATOL	
2,440 1,480 Dailyo Kanko 1,940 2,440 1,480 Dailyo Kanko 1,960 1,020 740 Dailyo Kanko 921 644 429 Dail Ringon tak 545	690 480 Kyorin Shirms 599	2,770 1,960 Nissin Food 2,600 1,120 755 Nitsuko 1,000 638 500 Nitto Bosed 615	2,940 2,040 Toyota Marsa Lona 2,830 655 490 Toyota Marsa Lona 605 914 648 Toyo Jozo 748	129 40 24 HSRC 26	
644 429 Dai Rippon lak 545 2,340 1,820 Rd Rippon Rema 2,090 1,710 1,340 Dai Rippon Prim 1,620 709 413 Bai Rippon Torpo 572 4,550 2,000 1,000	1,950 1,480 Kyotaru 1,820 1,430 920 Kyowa Hakko 1,260 1,280 986 Kyowa Saltana Rt 1,280 2,710 2,310 Kyosa Saltana Rt 2,620	713 507 Nissimio Ivai . 1.130 713 507 Nissimio Ivai . 6.19 7.560 940 Nissimio Ivai . 2.470 7.770 1,960 Nissimio Ivai . 2.600 1,120 755 Nissimio Ivai . 1,000 585 500 Nitto Boseld . 6.15 1,890 975 Nitto Boseld . 6.15 1,890 975 Nitto Boseld . 1,760 2,270 1,600 Nomina . 2,130 1,460 1,270 Noritake . 1,440	1.607 877 Teshoku	7.40 5 Hang Ling Der 7.35 26.60 18.75 Hang Seng Bank 26.50 8.25 6.90 Harboor Cartre 7.65 2.65 1.82 Henderson law 2.60 12.40 8.30 Henderson Land 12.10	
4,500 2,020 Database Paper 3,440 1,070 731 Dai Toige Fall 1,030 1,428 1,123 Daiwa Bank 1,340 2,120 1,710 Daiwa Bank 1,340 2,120 1,710 Daiwa Bank 1,340 2,120 1,710 Daiwa Bank 1,340 2,120 1,710 Daiwa Bank 3,650 899 676 Des	954 577 Lion Corp 795 1,750 1,290 Long Yern Creft 1,730 1,870 1,580 Massia Corp 1,660	1.150 815 thing Eight By 1.010 1.280 1.050 (hthoughth-Cent. 1.180 1.000 786 0) Paper 904 872 634 Old Electric 720 1.370 1.080 (bassa Corp 1.260 1.500 1.340 (bassa Corp 1.260 1.240 985 Olympus 1.160 2.390 1.560 Onron Corp 2.220 770 581 0.004 Centert 671 4 750 3 910 Roy Blazer 4 110	679 463 UBE Inds 579	12.40 8.30 Herderson Land 12.10 12.40 8.30 Herderson Land 12.10 12.20 9.60 HK & Criss Ess 10.90 4.85 3.85 HK & Supplified 4.55 19.10 14.50 HK Aircraft 17.80 12.60 9.40 HK Electric 12.10a	
1,510 1,000 Danny's Japan 3,660 899 676 Dava Fie & Bar 849 838 525 Dova Mishing Co 692	1,870 1,590 Maeda Corp 1,660 1,340 960 Maktae Milling 1,290 2,180 1,810 Maktae Milling 1,290 2,180 1,810 Maktae Milling 2,030 760 612 Marubeni 654 1,280 360 Marubai Food .1,160 2,320 1,770 Marui 2,190 1,830 1,250 M'shita E Ilod 1,640 1,730 1,410 M'shita E Ilod 1,640 1,730 1,410 M'shita E Ilod 1,640 2,300 1,400 M'shita Refrig 1,160 658 545 Marubai Refrig 1,160 658 545 Marubai Refrig 1,160 790 600 McHill Sella 736 790 600 McHill Sella 736 790 600 McHill Sella 716 1,250 905 Mercian Corp 1,110	1,370 1,080 Dicema Corp 1,260 1,660 1,340 Dicempre Gerni 1,420 1,240 865 Olympus 1,160	[587 410 Valuta 520	12.60 9.40 HK Electric 12.10al 9 6.95 HK Land 8.95 5.50 4.95 HK Band 5.45 7.50 6 HK Telecom 7.15	
1,860 1,210 Ebara Corp 1,640 2,100 1,710 Elsa! 1,880	2 320 1,770 Marul	770 581 Onoda Cement 671 4,750 3,910 Ono Pharas 4,110 1,850 1,450 Onord Essigna 1,770	1,830 1,510 Yamaha Corp 1,750 965 659 Yamaha Rotor 841 1,130 831 Yamaha Somikis 1,010 3,770 2,372 Yamahoschi 2,740 2,340 1,310 Yamaha Basadi 2,740 1,240 1,310 Yamaha Basadi 2,130 1,960 1,260 Yamaha Kogon 1,700 7,010 1,010 Yamaha Kogon 1,700 7,010 1,010 Yamaha Kogon 1,700 1,700 1,700 Yamaha Kogon 1,700 1,700 1,700 Yamaha Kogon 1,700 Yamaha	5.50 4.05 IK Resty & IrA 3.45 7.50 6 HK Telecom 7.15 14.53 3.02 Hopswell Hidgs 4.37 16.50 11.80 Rutchison Was 16.50at 8.25 5.50 Hyssan Dey 6.85 4.10 2.77 Jandice leti Mr. 3.80 36.50 25.70 Jandice leti Mr. 3.80 19.30 13.50 Jernius Syarage 18.60 3.20 5.35 Kowloon Motor 7.95 6 4.12 Rismateria Oriest 4.80 10.90 7.10 Rew World Der 10.70 9.40 6.65 Resity Der A 9.35 20.20 13.70 SHK Props 20.10	
1,360 829 Ezzaki Gilton	2,300 1,400 M shita Koto 2,060 1,310 881 M shita Refrig . 1,160 656 545 Mazis Motor Corp 593	4,750 3,920 One Platrie 4,110 1,850 1,450 One Platrie 4,110 1,210 875 Orient Corp 1,150 3,800 2,310 Orix Corp 3,450 565 446 Osaka Gas 500	3.170 2.372 Yamanouchi 2.740 2.340 1.310 Yamatal Impedi 2.130 1.960 1.250 Yamata Kagyo . 1,700 1.410 1.050 Yamata Trassport . 1,330	36.50 25.70 Jardine Math 35 19.30 13.60 Jardine Strategic 18.60 18.20 5.35 Kowleon Meter 7.95	
3,730 3,000 Full Film 3,380 1,220 900 Full Film 1,090 604 398 Full Heavy Ind 477	10 10 10 10 10 10 10 10	1.270 695 Penta Ocean 969 5,300 3,880 Ploneer Elec 4,200 777 515 Prima Meal Park 660 805 646 Renown 740	1,410 1,060 Yazzle Transport , 1,330 1,890 1,280 Yazzled Baktog , 1,800 1,020 840 Yazzled Fire 943 954 629 Yazzleng Electr 923	10.90 7.10 New World Day 10.70 9.40 6.65 Reality Day A 9.35 20.20 14.70 SHK Props 20.10	
760 557 Fuji Spirining 753 1,080 774 Fujikura 1,040 2,010 1,450 Fujikura Pharm . 1,840 2,850 2,080 Fujika Togrism . 2,400	1,180 683 Minubea	805 646 Renown	1,350 642 Yokobarra (Bado 1,340	7.00 CAST VERY VERY VERY VERY VERY VERY VERY VERY	
1,290 965 Fujitsu 1,110 879 646 Fundawa Elect 818 1,700 1,060 Gakken 1,410	1,440 1,230 M Inishi Corp 1,250 823 597 M Inishi Eter 740 1,680 1,290 M Inishi Eter 740 703 472 M Inishi Ese Dem 602 932 640 M Inishi Ren Ini 753 648 469 M Inishi Ken Ini 753	1 020 580 Sanden 756	2,040 1.300 Yomker Land 1.810 1,730 1.280 Yoshkani Pluma 1.480 1,250 935 Yusa Satiay Co 1,130 1,020 520 Zenel Corp 900	3.37 2.52 Swire Pacific B 3.37xi 2.52 Swire Pacific B 3.37xi 2.67 5.65 Tala Reported 6.90	
1,700 1,060 Galdern 1,410 1,260 820 Ger Sektyu 1,180 1,300 1,660 Goda Stussel 1,100 1,300 941 Green Cross 1,170 1,120 710 Gur-El Obemical 965 952 660 Gunze 808	703 472 N'hishi fas Oran 602 932 640 N'hishi Harp ini 753 658 492 M'hishi Kasel 580 898 518 M'hishi Wateriat; 693	2,520 2,073 Sankyo	l	9.70 7.40 Wharf Holdings 9.45 9.50 6.90 Wing On Co 8.15st 9.20 6.85 Winsor led 85 5.35 4.05 World lett 5.15	
788 390 Hankyu Lorp /14 644 480 Hanhio El Rhiv 599	898 518 M'hishi Nateriat; 693 1,360 809 M'hishi Oli 1,150 760 582 M'hishi Paper , 686 1,140 709 M'hishi Pessiess , 916 1790 561 M'hishi Plastics , 701 567 401 M'hishi Rayon 511	1.20 Salma Sourie 1.590 1.20 Salma Sourie 1.590 1.20 Salma Sourie 1.590 1.20 475 Sany Kotusaku 6.59 1.300 1.170 Sapporo Brews 1.230 5.800 3.960 Sacom Srews 1.230 5.800 3.960 Sacom 1.230 1.200 1.170 Seles Transport 2.370 1.200 1.200 Seles Transport 2.350 1.200 1.200 Seles Transport 2.550 1.200 1.770 Seles Transp	1991 Price High Low May 17 Price Asst\$ 1.30 0.85 AFP 11.5 0.70 0.18 AWA 0.65	MALAYSIA 1991 Price	
1 040 725 Haceko 906 4 280 1,770 Hattori Selko 3 400 1,200 940 Hazarii-Cumii 1,090 1,180 923 Heiva Rati Est 1,090 1,089 845 Hiso Motari 959 6,300 4,730 Hirose Electric 5,700 970 829 Hiroshia Banio 1,130 1,200 848 Hatachi Cable 1,130 1,600 1,160 Hitachi Kold 1,150 1,620 1,330 Hitachi Kold 1,140 2,260 1,660 Hitachi Mazeli 2,070 1,450 1,150 Hitachi Mazeli 2,070 1,450 1,150 Hitachi Mazeli 3,270 1,450 1,150 Hitachi Mazeli 3,270	790 561 M* bish Plastics 701 567 461 M* bish Rayon 511 1.450 1.110 M* bish Rayon 511 1.450 1.110 M* bish Steel 1.210 1.600 M* besh 716-8k 1.950 1.600 1.370 M* bish Steel 1.950 1.600 1.950 1.	1820 1.170 Selyo Food Sys 1.640 2.150 1.300 Selyo Food Sys 1.640 2.150 1.300 Selyo	0.70 0.18 AWA	High Law May 17 MYR	
1.080 845 Hise Motors 959 6.300 4.750 Hirost Electric . 5,700 970 829 Hirostina (Banto 922	1.600 1.370 M*Held Warehouse 1.560 1.090 656 Miltenbull Behing 938 959 691 Missal Co	1,660 1,178 Sekissi House 1,480 959 626 Settss Corp 875 7,650 5,123 Seven-Eleven 7,100	6.20 5 Arnotts	2.90 2.20 Bosstend	
1,200 848 Hhachi Cable 1,180 1,680 1,160 Hhachi Credit 1,550 1,620 1,130 Hhachi Koki 1,480	681 485 Mitsel Eng Silp 632 1,050 980 Mitsel Marine 1,040 645 420 Mitsel May 6 Su 520 693 443 Mitsel Oct Use 587	2.790 2.350 Stimus Bed Per 2.650 1,680 1,450 Shimizu Corp 1,510 1,730 1,050 Shim-Etsu Cirem 1,570	2.70 1.95 Aust Gas Light 2.63 2.30 1.66 Aust Nat Inds 2.30 12.90 9.36 BHP	(
	693 423 Afficus Gel Line 987 1,030 700 Mittal Recition 570 1,960 1,180 Mittal Resilecte 1,430 2,660 1,780 Mittal Resilecte 1,430 550 4,33 Mittal Toutes 502 1,560 1,290 Mittal Toutes 502 1,560 1,290 Mittal Warehouse 1,030 1,410 1,030 Mittalenshi 1,260 1,810 1,040 Mittalenshi 1,260 1,730 1,270 Mittalenshi 1,270 1,730 1,730 Mittalenshi 1,270 2,900 2,240 Modelds Pharm 2,390 746 488 Meyrianga Mitk 710 2,900 1,954 Mittale Manufact 2,550 2,900 1,954 Mittale Manufact 2,550	2,090 1,773 Shionogi 1,130 2,090 1,773 Shiseldo 1,950 3,880 2,810 Shockillor 2,810	3.46 2.14 BTR Byles	SINGAPORE 1991 Price High Law May 17 S\$	
	1,560 1,290 Mitsel Tr&Bt 1,530 1,690 910 Mitsel Warbons . 1,030 1,410 1,030 Mitselwarbons 1,240	1,160 629 Steinsta Jutaka 861 1,060 629 Steins Abouldon 920 575 450 Showa Desto 500 880 660 Showa Elec Wire 830	17.15 13.10 Brambles (not 10.30) 0.70 0.55 Bridge (11) 0.63 0.95 0.62 Briterley laws 0.95 3.90 2.37 Bundsbey Super 3.80 3.17 2.16 Barrus Pully 3.10ai 5.64 4.52 CSR	3.40 2.44 Cold Storage 3.08 12.10 9 785	
701 421 Hitachi Zosen 652 2720 2.300 fishishi Etat Fw 2,550 1,030 700 Heldside Talush 1,020 2,780 2,400 Holariba El Per 2,630 1,550 1,140 Honda Motor 1,350 1,930 1,050 Honstin Paper 1,240 2,000 1,490 Hones Food for 1,980 2,220 1,509 Hoya Corp 2,100	1,810 1,040 Mitsumi Elec 1,640 795 500 Whall vin Works 720 1,730 1,270 Missio Sporting 1,670	1,470 992 Shows Stell Set 1,430	13.85 8.66 CRA	7.05 4.36 Genting 6.75 2.80 1.76 Haw Pay 2.56al 4.90 3.66 Inchape 4.32 8.10 5.35 Keppel Corp 7.40al	
2,220 1,509 Hoya Corp 2,100 834 647 (Hi	746 488 Working Pharm 2,380 746 488 Workings Milk 710 3,200 2,100 Mort Selki 2,800 2,800 1,944 Miller Marchan 4,222	948 600 Stanley Electric 898	8.60 5.05 Cra Cole Ametil 8.60 11.20 7.62 Coles Myer 11.05ml 4.40 3.40 Comalco 3.68	4.90 3.66 inchare 4.32 8.10 5.35 Kepnil Corp 7,40al 11.90 7.80 0.00 11.10al 6.10 4.48 QUB 5.40 19.20 12.70 Spare Air Free 18.90	
1,680 1,030 Hegani Yashinbi . 1,620 1,300 990 fraz	[1./10 1.200 NCL LOTD 1.310	2,460 1,840 Sumitante Bank , 2,420	0.81 0.68 Cressder 0.81 0.89 0.73 Openinion Mod 0.87	8.95 7.25 Singapore Press 8.85ml 3.30 2 Straits Trading 2.86 3.80 3.08 Tat Lee Bank 3.42 7 5 UOB	
1,300 990 from 1,250 1,301 990 from 1,301	720 470 NHK Spring 615 478 370 NKK Corp 420 975 680 NOK Corp 420	573 420 Semitom Clesical 486 1,190 993 Semitomo Corp 1,070 1,560 1,330 Semitomo Elect 1,460 809 499 Semitomo Henry 696 1730 466 Semitomo Livid M. 624	3.60 2.56 Email	7 5 UOB	
830 647 Itah (C	120	809 499 Sentitum Henry 696 739 465 Sentitum Henry 696 138 837 Sentitum Marise 999 571 425 Sentium Marise 505 1360 1,050 Sentium Maris May 1,300	1.10	MOTES - Prices on this page are as quoted on the individual extenses	
9,930 3,330 no terado 4,290 860 605 hratsu Elec 740 2,420 1,570 isemiya 2,080 1,320 744 1501	250 000 Nagasi	1.133 d.37 Santham Med He 777 571 425 Santham Med He 505 1.360 1.050 Santham He II 300 1.330 819 Santham Rearly - 1.180 1.910 1.520 Santham Facily - 1.180 1.910 1.520 Santham Facily - 1.740 880 671 Santham Wardams 820 744 579 Suzziki Meter 698	4.72 3.06 IG Ass	and are last traded prices. On marall- able. # Deallags suggested. at Ex- rights, va Ex soll. 15panish prices mayaliable due to technical difficulties at bourse. Some	
1,320,746 JEOL 1,210 2,527 1,527 JGC Corp 2,250 1,630,806 Januar Saring Hath 927 1,320,999 JAL 1,120	910 738 Nichirei	744 579 Suzuki Motor 698 6,016 4,030 TDK Corp 5,230 1,100 886 Taisel Corp 990 2,400 2,000 Taishe Plants 2,300	17 13 Lend Lesse 16.85 1.92 1.38 MIM	15panish prices suggestable due to technical difficulties at bourse. Some Swiss prices were in error in Friday's	
1,340 555 Jan 1940 & Gen 890	וכי, איביבן (איביבן Crimge Parkerizing . 1,150	1 4-00 4-00 18590 PMM 2,300	1	[edition. i	

	CAN	ADA	
Sales Stock High Low Chee Chee	States Stack High Low Close Ching	Sales State 19gh Low Close Charg	Sales Stock High Life Close Chap
TORONTO 4:00 pm prices Mey 17	200 Copurating 200 200 200 200 200 200 200 200 200 20	15300 Linkson 2201 20 20 -4. 41700 Nechanile 575 75 75 75	### ##################################
Continions in costs unless marked \$ 100000 Abitol Pr \$15-1, 161, 151, -1, 3000 Agnitoles \$3-2, 6-5, 6-1, -1, 19100 Alerts En \$14-1, 1/4 1/4 1/4 1/4 1/4 1/4 1/4 1/4 1/4 1/4	\$00 Dereken A 58 56 35 400 Dereken \$775 775 775 475 475 8000 Dereken \$775 775 775 475 8000 Dereken 76 3875 1875 1875 475 8000 Dereken 765 3875 9 8 1100 Dereken A \$2225 2225 2225 2256 2000 Dereken A \$2225 2225 2225 2256 2000 Dereken A \$2225 2225 2256 2250 Dereken A \$225 225 225 2256 2250 Dereken A \$225 225 2256 2256 2256 2250 Dereken A \$225 225 2256 2256 2256 2256 2256 2256	41700 Nectorate 57% 7½ 7½ 34905 Necm Bir 275% 184 194 17200 Necm Bir 275% 184 194 2005 Nect TST 514% 157% 184 2005 Nect TST 514% 157% 185 200 Nect TST 514% 157% 185 200 Nect From 57% 75% 75% 144 2000 Manustate 586% 185% 187% 148 22700 Nectoral Nectoral 57% 187% 187% 187% 22700 Nectoral Nectoral 57% 187% 187% 2200 Nectoral 57% 185% 187% 187% 2200 Nectoral 57% 185% 187% 187% 2200 Nectoral 57% 187% 2200 Nectoral 57% 2200 Nectoral 5	2000 Bell Comp (1944 1947 1945 444 195 195 444 195 195 195 195 195 195 195 195 195 195
44700 Bt Mostr'l 557 5 27 1 37 1 -15 143700 B Nove St. 578 5 18 1 18 1 -15 8001 SC Bager A 514 1 14 14 14 14 16 10000 BC Dev ur4 15 14 42	2000 Simple 512 12 12 2000 Sero New 512 12 12 2000 PPI Let 573, 75, 75, -14 16000 Fed Incl. A 57 67, 7 5100 Fed Incl. A 57 67, 7 5100 Fed Incl. A 50 10 10	\$2700 May St. Carr \$10% 10% 15% 46000 House led A \$65% 45% 5% 14 4000 House led A \$65% 45% 5% 15% 15% 15% 15% 15% 15% 15% 15% 15	TOD Toronto B 50-01 205 207
128507 SCE Inc	1400 Four Samen Str. 167, 17 -5 13600 Francoline Str. 165, 161, 161, -16 8700 Garlecte 74 470 70 -6 800 Garlecte 74 470 70 -6 800 Garlyadie 470 470 470 4500 Garlyadie 470 470 470 4500 Garlyadie 470 470 470	400 Neural 2 x 2500 241 241 2500 2500 Neural 2 x 2 2500 241 241 2500 Neural 2 x 2500 241 241 241 241 241 241 241 241 241 241	100 SAP A # 877 17 17 17 2000 Unincorp A 85 64 65 1700 Unincorp A 85 64 65 1700 Unincorp A 85 13 13 13 4 4 4 12 12 12 12 12 12 12 12 12 12 12 12 12
30000 Breshveiter 85 54 55 10700 BC Tei 2204 20 201 ₂ -1 ₂ 1200 Brussenick 584 81 ₂ 81 ₅ -1 ₄	700 GM Clines \$15%, 15%, 15%, 3400 GM Cdn R 80% 9 9 9 900 GM Cdn R \$17%, 17 17%, +%	1200 Coulet A 57 ¹ 2 7 ¹ 2 7 ¹ 2 800 Count Corp 301 9 94 4 4 4 2 2 2 2 2 2 2 2 2 2 2 2 2 2	TORIO Whose I SET ST'S 203 4% 1900 Whose I SET ST'S 203 4% 1900 Whose I SET ST'S 103 105 14% 14% 14% 14% 14% 14% 14% 14% 14% 14%
306200 CAE ind S6½ 6½ 6½ 14000 Cambior 38½ 8½ 8½ 3000 Cambidge 25½ 25½ 25½ 4½ 72500 CTbell Res 37 37 37 42 65100 Campan C) 32 48 52 48 3000 Campan C) 32 48 52 48 3000 Campan C) 32 30 30 30	2000 Horisten 310-k W76 1046 1300 Hadabyskii 410 395 395 9200 Hodomoley 331-k 31 ² s 31 ² s 32 81800 Immo Oil A 3845, 54 ² s 54 ² s	19000 Planer Mt 8 db 4 141800 Planer Mt 18 14 14 14 14 14 141800 Planer Mt 18 17 7 8 8 4 4 17 17200 Planer Cap 3767 78 8 4 4 17 17200 Planer Cap 3767 78 22 22 22 1400 Provigo 811 11 11 200 Quahante A 518 2 18 3 18 4	4:00 pm prices May 17
2000 Can Northw 90 30 30 30 1200 Can Cocid 81612 1814 1614 1614 1813 1820 Can Cocid 81612 1814 1814 1814 1814 1814 1814 1814 18	88000 isos 308 37% 37% 38 1000 isospec 180 180 180 180 180 180 180 180 180 180	135000 Benger OB 58% 81e 81e -1g 13500 Payrock 57% 77e 77e 400 Paed Shen 538 25 25 100 Redman 5 56 46 46 30400 Resistance 534% 140e 140e 41e 2000 Respective 854 81e 82 82e 41e 1000 Resistance 534% 154e 14e 41e 1000 Resistance 534% 154e 52e 42e 41e 1000 Resistance 534% 154e 52e 42e 41e 1000 Resistance 534% 154e 52e 42e 41e	28500 Cambler 18% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5%
5000 Canashay, 42 42 44 \$200 Carlor \$25-4 25 25 600 Carlo Do \$17-5, 17-5, 17-5, \$300 Carlon Der \$13-5, 13-5, \$200 Canashae 455 450 455 \$300 Canashae 335 35 35	100 KerrAddis 516/2 16/2 16/2 60300 Lebait 523/2 23/2 23/2 -1/2 90000 Leb Meles x 53/4 7/3 7/3 -1/4 1000 Lebrage x 516/3 15/3 13/4 8100 Lebrage x 516/3 13/4 13/4 -1/2 8100 Lebrage x 513/4 13/4 13/4 -1/2 900 Lebrage X 513/4 13/4 13/4 -1/2 800 Lebrage X 513/4 13/4 13/4 -1/2 800 Lebrage X 513/4 13/4 13/4 -1/4 800 Lebrage X 513/4 13/4 13/4 13/4 13/4 13/4 13/4 13/4	#500 Projects A \$1227 1272 1272 4500 Robustas 1367 55 55 55 1554 102200 Robustas 255 257 25-4 105800 RytTrustoo 610% 874 10% 448	\$1000 Manifementar \$10% 10% 10% 10% 5700 Mannotec \$0 E% 2% 4% 4% 4% 6700 Manifementar \$10% 10% 10% 10% 10% 10% 10% 10% 10% 10%
1400 Catri Cap 95% 6½ 6½ 4000 Camer Can 55% 6½ 6½ 500 Camer Can 470 470 470 80800 Comingo \$22% 22% 22% ——————————————————————————	900 Learnest Bit	300 Stanton A 514 14 121% 27500 Scapira Re 336 336 46 800 Scapiraper 5187, 187 ₂ 187 ₈ 41 ₈	grad Videologn \$13-2 13 13 -% Total Selve \$,\$12,500 dranvs

									ices		•		•		
NEW YORK										May	May	May	May	15	1
NEW YORK		May	May	May		7001	Since co	nobatique		17	16	. 15	24	HIGH	LOW
5011 00112	17	16	15	14	нан	LOW	HIGH	LOW	AUSTRALIA		1549.4		19889	258.3 2790	1204 5 (15)33
 ladetrials	2886.63		2843,3	2886.85	3004.46		3004.46	41.22	AB Geologies (1/1/80) All Mining (1/1/80)	1591.7 153.9	612	1519.2 152.2	652.9	480.1 2360	551.5 3MD
Home Bands	94,69	94,68	94,77	94.64	95.66	09(J) 6(J) 6(J)	07/4/90 95.51	(2 <i>[7]52)</i> 54.99 3/1.0/81)	AUSTRIA CHIR Miles (30/12/84)	502.68	506.20	207.72	31636	294JD 0449	790.84 (IS/I) ·
Transport.	1143.34	1149.86	1140,57	1159.73	1202.57 1202.57	894.30	1572.01 1572.01	12.32 087.525	861.29 (V/191)	2271.88	1752	.IIR.P	1181.74	1212 15 (U)+Q	987 57 17703
	210.95	210.32	209.36	306'25	220.89	(711) 199,64 (1641)	5/9/89 236.23 221/90	30.50 08/4/320	DENNIAPIK Capeshages SE C/1/639	30.71	38.44	341.36	347.94	554.26 (4/9	302.26.00/13
				ΔDa		08.54 (2905.6		02 (2834.53)	FBB_AND			1663.5	₩ 3	1186.7 694	8765 CS/D
STANDARD	AND	POOL	R'S					,	FEX Street (2012/90)	1512.9	1952.4	Bers		1200.7 (0)44	
Comparite #	372.39	372.19	369,32	371.62	390,45 07/49	31L49	390.45 (174491)	4.40	CAC General GU12(62) CAC 48 GU/2(62)	475 1848	423.39 1825.31	481.76 1802.63	498.07 1805.57	182734 CMG 483 12 GMG	394,85 9.5(U 3405,25 9.5(U
industrials	443,33	46.23	478.51	443.06	4323	(9/1) 364.90 (9/1)	027/4/910 463.23 08/4/910	(16/32) 3.62 (21/6/32)	CERMANY		A78.68	673.00	677.30	192.29 D/S	570,48 (15/1)
Financial	29,06	29.04	28,77	28.84	31.58	21.96	35,24	8.64	FAZ Alster (31/12/59) Commentest (1/12/59)	677.95 1926.36	1914.99	1912.70	. 1926.30	1963.3 (2)58	14125 05/10
		****	200.14	-00 47	213.21	170.97	(9/10/09)	<u>0.00749</u>	DAX. (30/12/67)	1598,87	17%年	15/15	1998.58	DISTRICALS	1317名(元位)
NYSE Composite	204.15		202.16		1770	例D 296.72	0.7/4/90)	C5#42	HONG KONG Hang Stay Bank (31/7/646	782.84	389.66	3789.69	3765.14	3562.84 (3.759	3484 QT (TPU)
Amer Sitt. Value	391.01 481.38		356,79 478,08	360.25 488.79	33340 0846 511.33	270.72 (14/1) 350.75	397,65 05/20/69) 511,31	29.31. 0)12172 54.87	(RELAND ISED Oversil (A/11/88)	M11.97	1476,75	1412.75	147.19	1539 45 05/3	1174 27 (25/1)
NASQAQ Composite	401.30	401.//	7/8.00	400.17	07/0	040	07/4/90)	GU/10/72	MALY Same Com, Ant. 0972	574 92	572.95	577.66	918	M244 (1990	46-26 (2971)
		Ma	ry 10	May	3	Apr.25	year ago	(approx.)	JAPAN Milel (16/5/49)	25701.55	255627	2982.G	301.03	27146.91 (1979)	22442.79 (16/1)
Dow industrial Div.	Yleki		1.14	3.4	4	3.47	3,9	В	Takes SE (Teach) WILLISS -	1953.04	190.4	795.60 7736.62	1973.5	3628.85 (1853) 3623.65 (1865)	3473.52 (24/1)
		144	ry 15	May	8	May 1	year ago	(epprox.)	2nd States (4/1/6/0) MALAYSIA	3291-63	المتجد	138102			
S & P Indestrial On	, yield		136	2,7		278	29		ILSE Competer PH/860	30.36	·54.0	980 49	9712	105.85 01/3	478.41.03/D
S & P Ind. P/E rat	lo	1	8.97		3	18.57	15,	r9	NETRERLANDS CBS Trijkler (Ent 1983)	272.6	<i>Ž</i> 729	Z72.5	274.8	2001 (105)	221 4 (16/1)
NEW YORK	ACTIV	EST	OCKS	-	TRADII	NG ACT	VITY		HOWAY	195.0	197.5	197.3	399.9	2028 1099	3523 GMU
	Stocks		g Chan	ge .	† Volum	776	MIZION		0do SE (5a0) (2/1/43)		गाज	77752	· 776.60	790 41 (13/93	810.45 Q1.A1
Friday	traded	price	on d	<u> </u>		May 1			PHILIPPINES Name Com (2/1/85)	1116.55	1109.49	1324.48	112.86	1154.73 000	982 64 GAND
Ann Taylor	5,066,900 4,253,800		~ ;=	. 1	lew York lenex LLISDAG -	10,		5 12.297	SINGAPORE SES AR-Support 2(4/79)	430,82	407.40	497.90	41.56	422-03 (2540)	325 07 (34/1)
Nabisco (RJ)	3,442,800 3,334,700	643 104	- 4	i	sses Trade	ا کا	27 20	5 2,950	SOUTH AFFECA	1134.04	3151.0	1161.0	109LB	1367.0 (1471)	971.0 12570
	2,344,500 2,311,500		. 1		tises Faits	•	177 1.00 194 50		15E Cold C019750 15E Industrial C019750	3506.09	3413.9	3491.0	3470.0	1959 0 CALIFO	3854 U (PR.D)
Ryl Dutch Pt.	2,282,200		- 21	, i	Jechangel Jer Highs		556 4 1		SOUTH KOREA" KORE CEUS EL HYLOSS	68.55	635.45	632,17	438.67	697.A2.(A/I)	414 60 (16/E)
TBM	2113,100	103%	- 4		icer Lows			ű üs	8FAN Marky SE (36)12/85	283.68	287.63		28.5	29122 1350	213 79 (147)
Gen. Electric	2,036,900	712	+ 4						SWEDEN						
									Alboyldin Ga. (1/2/37) SWITZERLAND	2038.3	1027,30	1933.5	2035.3	1119.6 (16)3	808.4 (9/1)
CANADA									Sets Back let. (31/12/58)	734.4	732.9	739.5	734.0	743.9 (5/9	590 4 0 4/10
TORONTO	ı	May	May	May	May		1991		SBC Speni (L/487) TAINAR**	615.0	614.3	625	. 453	625.1 (9)49	487 1 (14/1)
		17	16	15	14	HOH		LOW	Weighted Price (30(4/66)	601B.04	5789 45	<i>5728.72</i>	<u> 4125.77</u>	. 6305.22 (9,59	3016-26 GA/U
Metals & Minerals Composite			3017.76 3456.18	3007.73 344.71	3015.85 3462.39	3284.18 (5) 3571.53 (6)		1,95 (15/1) 1,95 (15/1)	THAILAND Bampok SET CRUM779	120.93	8636	825,49	833.71	908.13 (19/4)	582-48 (14/1)
MOSTREAL Portio	No 1	825.53	1830,57	1824.76	1832.13	1888.19 (5)	3) 16	9 <u>,29</u> (9/1)	WORLD N.S. Capital MILILITY IS	504.8*	507.6	505,5	505.2	529 2 02549	GUTURA
Base values of all Toronto Composi 83, † Excioding b Unavailable.	Base values of all indices are 100 except NYSE All Common -50; Standard and Poor's -10; and Terento Composite and Metals -1000, Terento indices based 1975 and Montreal Portfolio 4/1/2 Solget and Metals -1000, Terento indices based 1975 and Montreal Portfolio 4/1/2 Solget indices in 100 except; BEL20, KEX General, ISEQ Overall and BX -1000, SSE Gold -255.7. ISE 76 industrials, Plas Bulleting and Bits - 250.7. ISE 76 industrials All Ordinary and Mining - 500; EX Closed. Od Department.														

TOKYO - Most Active Stocks Friday 17 May 1991

WALLONIA

The FT proposes to publish this survey on

May 30 1991.

It will be of particular interest to the 21% of the businessmen in the 12 countries of the European Economic Community who read the FT. If you want to reach this important audience, call Meyrick Simmonds (In Brussels) tel 513 2816 or fax 511 0472 or Lindsay Sheppard (in London)tel: 071 873 3225 or fax 873 3079

FT SURVEYS

Have your FT hand delivered every day in Switzerland

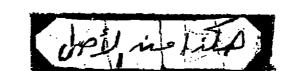
If you work in the business centre of BAAR, BASEL, BERNE, FRIBOURG and the coastal towns and villages of Lac Leman from Geneva to Villeneuve, GENEVA, LAUSANNE, LUGANO, LUZERN, MEYRIN, ST GALLEN, ZUG, ZURICH or WINTERTHUR gain the edge over your competitors. Have the Financial Times hand delivered to your office. Then start every working day fully briefed and alert to all the issues that affect your market and your business.

12 FREE ISSUES

When you take out your first subscription to the FT, we'll send you 12 issues free. Then see for yourself why Frederick Ungeheuer, Time magazine's senior financial correspondent, describes us as "the paper with the best coverage of international finance."

Geneva (022) 7311604 And ask Peter Lancaster for details

FINANCIAL TIMES



S Minimal Milks

ET MANACED EINDS SEDVICE

● Current Unit Trust prices are available on FT Cityline. Calls charged at 45p per minute peak ree Unit Trust Code Booklet ring (071) 925-2128.

			F	MANAGED F	UNDS SERVICE		t prices are available on FT C , inc VAT. To obtain your free
	AUTHORISED	Half Cam. Sid Stirrings Cla- huan Camp Wiles Piles Fries Gr. dis- Bisthopagate Progressive Manrit Co (1,200)/F 1551.Janes Pince, London SW/A JBW 071-4936111 Progressive Jan. 5819 09 10 09 30 15th triume	their hart Case, 254 Offer Yards Clip- liance Chape Price Price Cary (line Commercial Union Tat Migns—County, France & Commun.——6, 133,00 133,78 25,940 Gold 200 (Reconst Union) ——6, 156,65 77,78 22,744,07461279	Hairi Izil Case. Sid Offwried Chy- Hairi Carpe Price Price Cri line GA Unit Trust Magra Ltd (1900)H 6 Meiville Gressen, Editorryk. 6 Meiville Gressen, Editorryk.	Haire Care Price Price Gr's Ree Rame Kleiswort Berson Unit Trusks (1400)F Mark 10 Footbard Street Leadon ECS Desires: 071-965-7354 Admin 071-023-8000 R4-65	Int Care. Bid otherhed Chief Pite Price Price Er's & Spencer Unit Trest Ltd (1200)F 410, Cheer X, Cr99 906 (234 660	Pire Unit Inst Came, Bild (like Rhour Carpe Price Price I Mearray Johnstone UT Massrt (10) 57 West Wile St. Glasson 62 2PX 573 Acques 5 5 166 37 64 974 73
	UNIT TRUSTS	1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-	Francis A Come 6) 33.00 53.70 35.590 columns (Losse United) 67 16.67 77.72 82 54.09 columns (Losse United) 67 16.67 77.72 82 54.09 columns (Losse United) 61.00 54.77 72 82 54.09 columns (Losse United) 61.00 64.00 6	# ####################################	Susses Teath Esta Secone	or Pisits 35, 110 1 110 5 118 718 729 etc. 10. 55, 116 3 116 7 124 85, 229 etc. 10. 55, 116 3 116 7 124 85, 229 etc. 10. 55, 116 2 100 2 110 314 814 91 91 91 91 91 91 91 91 91 91 91 91 91	6th Account Reserve 3 63 46 63 466 63 604 American logone 5 5223 60 123,60 13 705 Equity Income 5 63 65 65 65 6 manage 5 63 24 43 24 43
Manager Control of the Control of th	Abbey Unit Tst Hingus (1090)H 80 Hotherkest Hd, Bournemonth 0345 73.7373 hapk lessons 44 45 74 40 744 49 98 5 94 loose American Hickons 44 45 74 40 744 49 98 5 94 loose Cliffs & Food int. 46 112 3 112 34 113 19 6.66 loose High his Gently 44 12 12 31 12 31 13 14 55 76 loose Workeyld Rood 44 12 12 13 14 15 17 3 18 79 1200	969 Apr	PPT Communician 6 44.4 45.4 45.4 61.88.82.5 PPT Cold	8th Finor, 8 December Sq. Leadon EC284 4(3) 177-283-5255 Desining 977-420-9833 UK Captal God, 5-5-041, 00 141-00 150-390-420-4909 UK Captal God, 5-5-07-30 227-59 243 10 4-20-4909 UK S Captal S 5-1-07-30 169 30 192-70 14 350-70 4651-1 UK S Captal S 5-1-20 07 78 09-8 13-50 00 16951-1	Description 15 15 15 15 15 15 15 1	n Carrie Unit Trusts Ltd (0905)H oliksi, Ediobera Ed37KF Diag 031-220# rasfedd 14, 49.52 99.52 105 61 0840 LCapad 54, 61 02 62 106 65 92# 75 0	UK Growth5170 80 71.39m 76
	Capital Grands	Design Defined \$5 (0.1.97 6). \$7 66.27 6.11 (0.00). Design in the Acts. \$5 (0.1.97 6). \$7 6.27 6.11 (0.00). Design in the Acts. \$5 (0.2.4). \$2.41 \$4.69 6.30 60.00. Design in the Acts. \$5 (0.2.4). \$2.41 \$4.69 6.30 60.00. Design in the Acts. \$5 (0.2.4). \$2.41 \$4.69 6.30 60.00. Britannia Life Unit Managers Ltd (1200)F 190 West George S., Glasson 62 2PA	Cenfederation Funds Magt Ltd (1200)F Lytine Wey, Stewage, Heris Sch 2001 0, 1020 744540 Grouts Fast	Japon & Geogral 5-1, 975-00 975-00-0077-990-00-00-00-00-00-00-00-00-00-00-00-00	Cachine Lennis V 29 15 0 4 59 0.04 61.741.35 60721 141 lennis Herrikane V 35 50 04 59 0.04 61.741.35 60721 lett lennis V 55 70.40 70.40 74.891 35 60721 lett lennis V 56 77.20 77.20 79.201 121 40723 Charitie Cachine United V 57 77.20 77.20 77.20 52 131 21 40723 Charitie Cachine United V 57 74.65 60 67 1.21 40724 Charitie Cachine United V 57 74.65 60 67 1.21 40724 Charitie Cachine United V 57 74.65 60 67 1.21 40724 Charitie Cachine United V 57 74 65 76 65 67 1.21 40724 Charitie Cachine United V 57 74 65 76 65 67 1.21 40724 Charitie Cachine United V 57 74 65 76 65 67 1.21 40724 Charities Charities V 57 74 65 76 67 67 67 67 67 67 67 67 67 67 67 67	riem - 11	351 352 NM Unit Trust Mogrs CL2003H The Bilton Centre, Horth Harbour, Ports 63 Empiries 0705 372222 Beather 63 American V
	1992 Cuservite 4 44 35 45 5 62 33 13 4477 Earo Cashidal Acc 5 88 17 84 778 90 020 1 44 46781 Earo Cashidal Inc. 6 84 17 84 778 90 020 1 44 46781 Lecrol 5 19 10 10 10 10 10 10 10 10 10 10 10 10 10	Bo-f-Azzami 6 72.49 72.49 23.46 1 15.40025 Sarylos Co. 6.6221 26.12 46.44 1.75.0008 De f-Azzami 5 65.71 65.16 69.43 1.95.0008 De f-Azzami 6 65.71 45.71 47.74 55.0008 De f-Azzami 6 65.71 45.71 46.14 25.4002 Higher Yeld 6 22.41 24.61 45.61 49.6002 De f-Azzami 6 24.41 24.41 25.41 49.600	Causdin Esenat 349 56 50 24 51.79 2518200 European Essenat 35 47 55 56 7 57 18 2 54 6030 Pacific Essenat 34 25 64 25 66 63 96 14 40302 US Essenat 35 9.2 19 16 76 22 22 13 40302 Borth American 52 3.00 22 02 24 50 33 46072 Essenates 52 3.00 22 02 24 50 33 46072 Essenates 52 3.35 24 34 31 46072 Completent Unit Tat Shapt Co Ltd (1200)F	State Agent Inc. 54 9747 45 664 45 65 5 35 665 5 65 65 65 65 65 65 65 65 65 65 65	Find of the Tists 3-1/27 34 27 34 29 09 2.75 48777 Admin. (Access (Laborston) 3-1/3 38.75 38.75 42.72 13 48778 Experience General 5-1/2 24.7 29 4 7 29 6.7 18.11 48779 UK General 5-1/3 29 7 29 7 29 7 28 18 18 20 UK General Units 5-1/3 20 7 29 7 29 7 28 18 18 20 UK Hay intil Receivery 5-2 11.12 11.12 at 11.2 31.72 48778 UK Comm Units 5-5 12 40 12 18 18 31.72 48778 May fil. 14888 128 18 18 18 18 18 18 18 18 18 18 18 18 18	5 Rayleigh Rg. Hatton, Sevenamod, Essex 1: 0277 227300 Dealley, 0277 25;11 with 14-21 b to 80 66,80 7,44[3,45]46 1: lecture o 134 20 34 oS 37,095,45[4 power Management Co. Ltd. (1200)F 248, Rechysham Kows 888,4844 (8],463 11	Conscience 54, 53 03 51.93 55, 51 03 55.93 56, 51 04 58, 51 52 54 64 58, 52 54 64 58, 53 52 54 64 58, 53 52 54 64 58, 54 54 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54, 54 54 54 54, 54 54 54 54 54 54 54 54 54 54 54 54 54
100mm	Ethical	Employer Levels 6 25 21 25 21 25 21 25 25 25 25 25 25 25 25 25 25 25 25 25	1 Wife fart Vd, Leedes Bridge, SC1 JRX 071 4975966 Consisted UT	Immungs only US-100921 Insistor Services: Freehouse 0800-289 336- UK Growth Trusts Brillab Growth - 54, 13 Ge 33.64 35.34 17.75 40527 Cest Trust - 0.112 53 112.36 112.36 12.75 40527 Practical for Bud - 54, 87.75 57.33 94.24 3 67 40549 Do (Accoupt	Jamanes Special: 59 1984 199 9 212.79.0040725 Jacons John J. 1993 200.9 213.70 0040725 Master Accom 55 197 9 200.3 213.10.44073 Practic 55 198 8 798 9 209 40,004073 Inti Los Unicom Unico 55 202.1 202.1 202 10 40 4073 Medica Communication 59 202.1 202.1 202 10 40 4073 Medica Communication 59 202.1 202.1 202 202 40 40 40 40 40 40 40 40 40 40 40 40 40	m:	VACCOUNT UNION 54 129 80 131 70 140
A Committee State of the State	16. Cesser St. Edilsbrah EH 78A 201220 (773) 116. Small Cos 0 (925,00) 0 (925,00) 2010 4 446,65 Albrust Unit Trust Managers List (1,200)H 10 Queen Darras Abrusten 189, 104, 105,00 (600) 2010 Cash in & Geneth 9, 51,05 51,06 53,00 (11,75) European 54, 77, 99, 77, 99, 76, 46,000(600) European Locate 54, 77, 99, 77, 99, 76, 46, 0,000(600) European Locate 54, 77, 90, 77, 90, 77, 55, 21, 24, 41, 77, 91, 77, 90, 77, 55, 21, 24, 41, 77, 91, 77, 90, 77, 55, 21, 24, 41, 77, 91, 77, 90, 77, 55, 21, 24, 41, 77, 91, 77, 97, 77, 55, 21, 24, 41, 77, 91, 77, 97, 77, 97, 97, 97, 97, 97, 97, 97	9-17 Persystems In Hoperards Http: 0544-4125/27465 https://pubmers.com/decembers/10-16-16-16-16-16-16-16-16-16-16-16-16-16-	PO Box 136, Bestenian, Kerr 1813 632. DOI -655 96.11 IN Equiy Inc	Extra laserta	LAS berlt Tot Mings: Ltd (1000)H 13 Deader St, Edictorna EH3 SED 13 Deader St, Edictorna EH3 SED 13 Deader St, Edictorna EH3 SED 14 Deader St, Edictorna EH3 SED 15 (15.55 55.35 55.46 LT) High dispersion Estra location	o Income 5 35 32 35 52 37 78 6.50 40 Umps) 5 48 57 48 57 51 68 6.50 47 p Sm Cos 5 51 67 51 67 55 12 10 00 40	Sinj & Nisispaine 34, 1002 vol. 105. 20e4 117. Macsam Unidel 54 107. 20 107. 90 40 117. 60 Seatlife Cr 54, 24 60 25 77. 27. 101 Macsam Unidel 54, 23 69 28 69 20 (100 20 100 100 100 100 100 100 100 100 1
The state of the s	Emerged Securine 3 to 12.7 / 3.2 / 3	German 6 36 03 38 03 38 63 0 10 4075 High income 6 67 95 67 95 72 35 6 04 4036 locate 6 97 82 100 44 107 95 02 40107 Held income 6 97 82 10 24 107 95 02 40107	ETI, & Final Ini Acc	Table 1 (1) (1) (1) (1) (1) (1) (1) (1) (1) (intl Crimets - 3-7 18.41 38.41 40 201. 1.05 19719 which is specific and the second of		Communication (Maria) 54, 273 of 256, 20 225 255 Smaler Car y 54, 54 74 55.3e 59 104 105 Matternal Provident Inv Myrs Lt 107 48 Ensection & S., ECEP 3416 107 48 Prince Car y 3 25 01 73 24 00 108 1814 America Dat y 2 71 0 17 72 27 74 109 1814 America Dat y 2 71 0 17 72 27 74
And the state of t	Japan 51 1621 1621 171, 90 00 9001 Frencht Share 34 77 02 57 03 9 75 03 9 75 Frencht Share 34 75 55 55 55 18 50 70 17 64 52 Shalle Companies 54 135 55 55 18 50 70 17 64 622 World Growth 54 17 56 47 544 50 76 10 00 4002 Accom Unit Trust Managers Ltd (21 80)F White Hart VI, Longia Pringe SC 110 77, 407 596 67	Hesteth Pise, Portman Sq. W1H OIR 871-935-6382	Lerotee	Japan - S. (270.17 170.17 180.77 (2.00)485-5 Pacific Cerenta - S-1, 189.8 59.8 4 59.17 1.13445-5 Pacific Cerenta - S-1, 189.8 59.8 4 59.17 1.13445-5 Britan Funda Britannel Cerenta - S-1, 192.6 2 92.6 2 96.90 [1.79]48497 UK Index Peculius Scholler - July 1 112.4 17.2 (1898) Exercision Feedbas Scholler - July 1 112.4 17.1 18.2 (1898) Long Jerm Bal - 0.143.2 20 146.001.1 19.1 18.2 (1898) Britan Feedbas Scholler - July 1 12.4 (1898) Britan Jerm Bal - 0.143.2 20 146.001.1 19.1 18.2 (1898) Britan Jerm Bal - 0.143.2 20 146.001.1 19.1 18.2 (1898)	Brancheuth Her. 5 Appeld St. ECA 20A 071-582 2000 General increase	ome 5 49 72 49 984 53 22 6 67 40 Julio 5 60 12 60 454 64 48 6 67 40 mat 5 42 89 42 89 43 15 8 58 48	12
The same to be and things to be	Enhand St	Backmaster Mangard Co Ltd (1200)H 19:3 Botolopis Street, London ECSA,73: 071,-97,-9542 Fellowishie 14.4 - 51 32.88 33.73 37.17 2234-9256 Accom Initiate 9 - 51, 37.03 37.95 63.65 2294-9257 Income Initiate 9 - 51, 360,3 341,0 274,5 377-9258 Accom Initiate - 51, 360,3 343,2 279-9258	13 Cantel B Street, Leaden SW(Y 400 077, 4379 8711 foregreen Small On 01236 8 12246 1234 4 - 4467 lagues Small Cot 061145.8 1125.8 1246 7 44526 1125 1124 1124 9 44526 1125 1124 1124 9 44526 1125 1124 1124 1124 1124 1124 1124 1124	Carriers 08 12 11 112 276 112 278 31 4329 UK Early 08 4301 150 Print	Laurertiau Vatit Tst Magent Ltd (1200)H (Accare i Lauretiau He, Barmond, Gloutster G14 782 Engaries 0452 37 (500) Gestley 0452 37 (623) Growth Tratt	Jeed 3 57.85 57.85 60.918.30467 	Newton Famil Mingrs Ltd (1200) Newton Famil Mingrs Ltd (1200) Landon Bridge, SE1 Newton Spidel 132 03 113 03 114 03 11
50	ina American — 6-1 (ed. 25 de. 27 49.24 5.90 (ed. 26 fee fee fee fee fee fee fee fee fee fe	Gacam Units 9 31 56.57 56.55 56.56 51.18 (ages High latence Prict 31 47.34 48.51 50.276 (A.0.4867 Burrrage Unit Tst Mangant Ltd (0905)F 117 Festivath St. Lunion ECsat SAL 077.480.7216 Share Discol Gill. 11/16/07	Premettord Fund Mangt Ltd (1900)F LWitte Hart Vd. London Bring: SET 107, 071-07, 7966 Sine Particle inc 3 [20, 73, 20, 20, 20, 20, 20, 20, 20, 20, 20, 20	Assy Enterpting Cas. 10 137 74 136 47 136 470 77 444 17 Partitle	Description control Park	5	The section into 10
7 8	Jard Serveth	Company Compan	15, Ravelston Terrace, Foliation (1) 17, 174, 1750 (1) 17, 174, 174, 174, 174, 174, 174, 174, 1	American,	With a South Way Ma 0 (2014 8) 2014 8 (2019 9) 0 (22) 40756 (Amine II With Lorent With 25 to . 0 (277) 207 1 (27) 1 (2	harts F 2 (572.5 652.0 649.5)4 48(90.0 659.5)4 48(90.0 659.5)4 48(90.0 659.5)4 48(90.0 659.5)4 58(90.0 659.5)2 (599.5)4 599.5 (599.5)4 59	III F. Coulty Growth 5 77 - 50 79 24 105 20 12 12 20 20 20 20 20
	Challed Prints Rep	CCL Unit Trusts Ltd (1.400)F 74 Shepherts Bush Green, W12 850 1061,744 7070 105 Garwell 181	EFFIE Unit Tst Magus Ltd (1400)H Maintile Crescet, Edubarya (525)-090 525 Marca V 5 (51,17 53 17 58,77 - 0057 Marca V 5 (51,17 53 17 58,77 - 0057 Marca V 5 (51,17 53 17 58,77 - 0057 Marca V 5 (51,17 53 17 58,77 - 0057 Marca V 5 (51,17 53 17 58,77 - 0057 Marca V 5 (51,17 53 17 58,77 - 0057 Marca V 5 (51,17 53 17 58	Glenfriars Unit Tst Mingrs Ltd (0905)F 22 Safott St. London SW17 4HS 077-930,7533 Printale Portfello 2 300 0 300.0 313.02.7844007 https://doi.org/10.1016/10.1016/10.0244009 Hightr Income	Adulati. 3 (1994) (1994	5 83.15 83.15 88.454.74 92 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	### Specific
7 25 Q	Bright Convolt 9: 51, 51, 51, 51, 51, 51, 51, 51, 51, 51,	Datisse Or, Cutions Lane, (ds. SEI 201, 07), 254,6000 Growth Fit Age; 511,251, 131,061 313,285,544020 CIS Unit Managers Ltd (1,000)F FO Ept 105, Mandestre M60 DAH GROWTH 6110,3110,24 109,062,5616770 UK Growth 6110,711,25 1119,752,751 6766 UK Ingoine 6110,51 106,061 312,635,7541766	Tigh lecome 54 100.7 100.7 100.5 7.19 102.9 (10.0 mg) 100.5 7.19 102.9 (10.0 mg) 100.5 7.19 102.9 (10.0 mg) 100.5 7.19 102.5 (10.0 mg) 100.5 7.19 102.5 (10.0 mg) 100.5 7.19 102.5 (10.0 mg) 100.5 (10.0 m	Glahal Asset Management (1200)F GAM Sterling Management Ltd 071-03 9900 12 St James 7 Potts, Leadon SW1 GAM C & James 19 22 22 22 23 23 24 24 25 26 26 26 26 26 26 26 26 26 26 26 26 26	Global Gryerb	Lac, Poten Bar Ell, 141 0707 531 th Pin 6 70 21 71 000 73 20 63 46 to 17 13 43 143 46 77 54 65 10 64 ouer Acc. 6 47 32 47 32 50 47 37 50 core 6 63 14 64 38 64 38 0 60 do 18 64 34 54 54 64 58 0 60 do 18 64 54 54 64 58 64 58 0 60 do 18 64 54 54 55 64 58 0 60 60 do 18 64 54 54 55 64 58 64 58 0 60 do 18 64 54 54 55 64 58 64 58 0 60 do 18 64 54 54 55 64 58 64 58 0 60 do 18 64 54 54 54 54 54 54 54 54 54 54 54 54 54	M Equity 6 (82.3 195.2 197.4 198.2 199.2 1
200 and 200 mg	isegime 4	CS Fund Managers Limited (1000)H 125 High Robers, Lands will vider (77,-4421)48 CS Austria F	Engle Star Unit Mages List (1009)F Sush Bust, Chettesbarg 61.3770 6142 577 555 (K Balayard Bur 6 91.48 92.12 99.65 572 1927) IK Balayard Acc 6 101.7 103.6 110.2 5 32 1927 IK Balayard Acc 6 101.7 103.6 110.2 5 32 1937 IK Migh Inc hac 6 103.7 193.9 113.9 32 22 1927 IK Migh Inc hac 6 103.7 118.1 12 25.6 57.5 103.7 IK Migh Inc hac 6 103.7 118.1 12 25.6 57.5 103.7	Gall this June Acc 5 (12) 14 (23.28 205.61 (136.4056) GABL For East Acc 5 (120.40 (130.4	Wordbride 5 0.1 12 0.1 92.4 0.5 0.7 2.2 10.5 0.5 European Indee 5 4.3 3.4 6.5 2.4 0.2 2.4 6.4 Liapat Indee 5 5.3 5.3 5.4 7.7 3.5 9.5 9.6 4.6 Elevats Bit Unit Test Migrs Ltd (1.000)F PO Base 63, Creathern, Nent ME4 478 Bealinered 5 264 20 264 20 276 2013 76 90755	#	### Wind 25 6 32.85 31.61 57 / UK Seeffe Ciry Acc. 6 48 43 49 75 2
## = ## = ## = ## = ## = ## = ## = ##	British Growth	The state of the s	Deregonal Act	Sincipito Home, 4 cartie tinde Lane, Lanon Sci. 071, 375 797. 358 172. 137 213 77 146 55 4051. UK Fragresser Inc. 34 172.13 72 13 77 146 55 4051. UK Small OF 1. 54 177.13 38 214 142 13 147 4058. GE Settlat Cort. 34 147.24 47.44 47.11 147 4058. American Gerti. 34 124 47.44 47.11 147 4058. Lapan Gerti. 34 17.44 47.47 187 188 188 188 188 188 188 188 188 18	Do Uccasini — 594.05 94.05 97.00 1.7 0.00 Nh Employa Charles (1998) — 14.05 97.00 1.7 0.00 Nh Do Uccasini — 54.05 97.05 97.05 1.7 0.1 0.00 Nh Do Uccasini — 56.05 97.05 1.7 0.1 0.1 0.00 Nh Employa Charles (1998) — 15.05 1.05 1.05 1.05 1.05 1.05 1.05 1.0	Geograph by 135 7 195,7s 144:51 11 429 high by 148 4 1644 179.35 111 429 high by 157,91 77,91 77,91 104,77,736 209 did 141 45 55 9 50.39 52.81 942 429 4 114 114 114 114 114 114 114 114 114 1	Perpetual Unit Tst Magmt (120) 48 Hart Street, Howley or Thanse international Cent. 3-9, 1937 0, 778 378 49 Income
	Francisco (1987) 1 (1	Ed. 1902 987/6 Groot 57, 18, 70 39, 00 48, 13, 36, 96270 Groot 57, 18, 70 39, 00 48, 13, 36, 96270 Feb. 1907 1907 181, 13, 96, 96270 Feb. 1907 1907 1907 1907 1907 1907 1907 1907	Etem LTD (1890) 1975 Schrift (C. Konff Miss. Preispins, 885 QJA 9669 70538 Schrift (C. Konff Management Ltd. (0905) 1 13 Harrisging Garden, Louden SW7 AJB 971-37372b1 Jahranging Fd 31 ALB 1442 153 40.65 Nov. 2 Smithabla Unit Turth Manager Ltd. (1600) 1	Errogens Gords — 54, 153.50 561.20 52.24 (0.454697) Intel Groupt — 54, 153.50 561.20 52.24 (0.454697) Intel Groupt — 54, 161.20 100.20 107 16.0.22 60955 Groups Harizans — 54, 141.71 40, 71.44 45.50.1.154357 Graturillia Unit Tst Mangarit Lbi (0.6559) White Hoy, 77 Mangel St, London El BAF 777, 4581, 2012 Sandi Cof. — 54, 160.20 78, 17.4581, 10.46858	Section	9 25/1 28/1 28/3 7 19/3 9 17 4 6 77 4 57 4 4 77 6 7 7 19 9 17 5 17 5 25 25 25 25 17 19/3 18 10 5 25 25 25 25 25 25 17 19/3 18 10 5 25 25 25 25 25 25 17 19/3 18 10 5 25 25 25 25 25 25 25 17 19/3 18 10 5 25 25 25 25 25 25 25 25 25 25 25 25 2	27 Fee East Gorth 54, EZ 60 127 60 130 4 Enriquem Gerth 54, Bh 33 86 33 27 60 130 4 Enriquem Gerth 54, Bh 33 86 33 25 5 El 12 Constant 54, Bh 53 12 13 13 13 13 13 13 13 13 13 13 13 13 13
1 1 V	Gazem Beitzi 5 12-0 12-0 13-7 5-73-40-04- ind Growth 5-7-18- 19-18- 10-14- 14-12- 40-07- Gazem Guitzi 5 10-12 10-12 10-7 8 L. 2- 40-07- Gazem Guitzi 5 10-12 10-12 10-7 8 L. 2- 40-07- injuni Gerti Mari 5 10-12 10-12 10-7 8 L. 2- 40-07- injuni Gerti Mari 5 10-12 10-12 10-7 8 L. 2- 40-07- injuni Gerti Mari 5 10-12	lod Carreiry 86 - 55 46.18 46.184 46.79 22.244027 Strategic from 54 44.68 46.984 50.21 22.21 21.4027 Strategic from 54 44.68 46.984 50.21 21.2	Maltan S., Aylesharr, Barde, 1972, 703. 6236-53, 460 integrals - 55.54 55.5 59.331, 67 4237 integrals - 55.54 55.5 59.331, 67 4237 integrals - 516.480 176.22 197.791, 77 4239 int. & Farding Jan. 5 48.45 47.70 51.55 177 4238 int. & Farding Jan. 5 48.45 47.70 51.55 171 4238 int. & Farding Jan. 5 48.45 47.70 18.55 171 171 4238 int. & Farding Jan. 5 74.57 77 181, 23 48237 int. & Farding Jan. 5 75.57 77 48.31, 23 48237 int. & Farding Jan. 5 75.57 77 48.31, 23 48237 int. & Farding Jan. 5 75.57 174, 53.1, 23 48237 int. & Farding Jan. 5 75.57 174, 53.1, 23 48237 int. & Farding Jan. 5 75.57 174, 53.1, 23 48237 int. & Farding Jan. 5 75.57 174, 53.1, 23 48237 int. & Farding Jan. 5 75.57 174, 53.1, 23 48237 int. & Farding Jan. 5 75.57 174, 53.1, 23 48237 int. & Farding Jan. 5 75.57 174, 53.1, 23 48237 int. & Farding Jan. 5 75.57 174, 23.1,	Bridge Increas	R American & Gen. ob 123, 40 152, 40 164, 101 130 68013 Menry to De Marcon ob 134, 401 154, 80 164, 701 2, 30 68013 Menry to De Marcon ob 134, 401 154, 80 164, 701 2, 30 6804 Menry to De Marcon ob 134, 50 154, 50 164,	erine UT _0 49.40 49.40m 49.40m 11.34420 11.51 _ 0 45.59 63.59 3.459 11.34020 11.52 _ 1 22.1 13.1 7.2 1.45 490 11.53 _ 6 12.5 1 12.5 1 13.1 7.2 1.45 490 11.54 _ 12.5 1 12.7 12.5 27.8 490 11.54 _ 12.7 12.7 12.5 27.8 490 11.54 _ 12.7 12.7 12.7 12.7 12.5 27.8 490 11.54 _ 12.7 12.7 12.7 12.7 12.7 12.7 12.7 12.7	2 Phillips & Drew Unit Managers L. 2 A Finisher Spaner, Lendon ECCA 190 10 UK Exempt May 15 - 5 105-1 105-1 105-1 10 Carthe in May 7 - 6 115-4 115-4 115-4 2 Pligrim Unit Trust Managent Ltd (6 3 Pligrim Unit Trust Managent Ltd (6 3 Pligrim Street, Newszale upon Tyne
	120 120	Americal Science 2 20 cm	meller Ore	His Arms Gerth 4.27.3 25.5 29.51 1.01 10000 HK Greeth 4.27.3 25.5 39.54 27.64.72 Grofmad Missagers Limited (1900)# Grofmad Missagers Limited (1900)# Grofmad Missagers Limited (1901)# Grofmad America 5 105.4 106.3 112.1 0.31 4070 Grofmad America 5 105.4 106.3 112.1 0.31 4070 Grofmad America 5 105.5 6 1,50 6.5 14.47.71 40502	UK Eurolty br	Step 61 197,0 197,0 1 10,0 1,0 1,0 1,0 1,0 1,0 1,0 1,0 1,	Unit Test Accounting & Managemen 1 Write Hart Yard, London SEL 100: 0 7 American 61 49: 95 30 624 33.3 European 61 42: 94 432 45.7 6 Global 61 44: 95 57: 481 9 Fichia 61 43: 95 47: 47: 47: 47: 47: 47: 47: 47: 47: 47:
5 : 4 <u>:</u>	All churches for Mignet Serve Ltd (1220)#1 19/2 Billites Stress, London E538 257 (17)-528 7344 Amity Rosens	(Accom United	The state of the s	Ground Brit Inc. 54, 48.58 47.61 99.24(4.99)4332 Ground Engly 5 155.6 156.7 at 157.7 0. 93.600 Ground Engly 5 155.6 156.7 at 157.7 0. 93.600 Ground Girk 9 16.50 69.81 77.9 77.4094 Ground Japan 5 144.1 145.7 153.340.00 4698 Ground Japan 5 144.1 145.7 153.340.00 4698 Ground Japan 5 144.1 145.7 153.340.00 4698	American 6 42.04 41.34 44.36 12.40868 North American 6 42.55 63.02467.42 4.040878 North American 6 42.55 63.02467.42 4.05 North American 6 50.46 51.20 54.94 6.7 4850 Perish 6 42.04 45.30 46.46 11,1481	read 6 53.5 97.4 62.9 6.665 SAVES Bell 1762* 6 64.25 66.11 64.27 1.12 44.6 Ground 6 754.1 5-47 0.27 1.12 44.6 ad int 6 54.5 54.5 60.59 0.29 0.2 48.5 6 60.50 61.5 55.6 46.6 40.5 64.7 14.95 44.6 -47 40.5 2.3 3.17 4.5 54.0 74.6	Premium Life Unit Tsi Mages Lb 27 Persymmet St, Hayearth Reath Monthly Income
	Altied Deather Centre, Sertedan, SRI IEI. 10793 5.1073-6 Refusers Trans. Crowth & Boson: 5 IR2-B 182-Be 194-6-13-99 400-4 Could be Spore: 5 IR2-B 182-Be 194-6-13-99 400-4 Could be Spore: 5 IR2-B 182-Be 194-6-13-99 400-4 Could be Spore: 5 IR2-Be 194-6-13-99 400-4 Could be Spore: 5 IR2-Be 194-6-13-99 400-4 Refusers Trans. 5	Tenner Capel Unit Tel Mingt 1:31 (3:55)F 3 (3:50) (rit Eurel	55 Harbour Exchange Sq. Loedes ELA 9EE 871-528, 9668 Cola	Three (Rays, Tonic Hill, ECSR 680, Datt Services 071-626-680 Unit Deating 0295-26-266 Marks Part 1-65 Marks 1-	rist 512.02 22.22 66.59 [1.1487] rist 50.21 50.04 50.47 15.54 50. rist 50.21 50.04 50.47 15.54 50. rist 50.47 50.47 50.47 50.47 50.47 50. rist 50.47	Prelific Unit Tst Mings: Ltd (110) Wallroot Hise, 23 Wallroot, EOM 81D (American Income 5 6.30 61.31 65.7 Cons & Cit 5 10.5 10.5 10.5 Gazan Unitst 5 10.5 10.5 Ewo Cent & Learn 5 22.2 22.2 25.5
	High Iscome	Per East Sp Sty . 5% (64.52 dd. 68) 77.33.1.23 4000 d Good & General5% (54.04 56.07 dc.24.44 55.07 dc. recome	pital Growth	Pacific V	German Units	whet	Street 15 125 127 126 127 126 127 126 127 126 127 126 127 126 127 126 127 126 127 12
	Petit of America 5293 4 293 64 314 0 0007 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Capital House Unit 1st Mars (1200)F Capital House, Fastival Square, Eulaborth Capital Capital House, Capi	overvige 18, Tichhorne 9, Briebles U77 22007 semby Assat 7st 5 (5.80 45.9) 46 00 1 -24208 majey frast 5 (5.80 57.06 66.700.924008 "Meithy Investment Servs List (1200)F 30, Toutridge 18, Toutridge 1911 907 address: Private Clease 0000 41461	Sighal High Incomer 94 45 94.45 99.42 N 3014 MB Gallaness Mahoa Unit Tst Mgrs Lini (1208) F PO Box 442, 32 St Mary at-Hill. EC3 077.423 9333 European Growth 65 A4 46 44 77.10 L 35 49040 Stohal Growth 65 48.40 48.44 51, 741, 54 49040 Blobal Growth 65 48.40 48.44 51, 741, 54 49040 Mgallaness 65 92.49 92.59 48 427, 56 46342	Devices Patrick-1-1 - State 7 - 10-1	172 - 3-5 13-6 27 15-6 17 15-6 17 17 17-7 17-7 17-7 17-7 17-7 17-7 1	Presperity Unit Trust Magent Ltd 15-5a, by 15-5.
•	Records: 1172 1172 1124 124 121 74 1005 0*sets Earnings	THE EXPLORER 0 6 66.41 66.41 71.02 LOS 4339 4 6 14 14 14 14 14 14 14 14 14 14 14 14 14	SEAN	20 ACCIONI	Uccass Units	nest . 31 70.80 70.80 75.00 55.00 1.50	between four 4 51 56 56 56 50 56 56 56 56 56 56 56 56 56 56 56 56 56
<u>;</u>	Do Access	Reyal Scattleb Assessment	7.6 Land 3.5. \$5. 40 \$5. 75 \$4. 33 Land 3.000 \$1. 75 \$4. 35 Land 3.000 \$1. 75 \$2. 35 Land 3.500 \$1. 35	Do Access	Bold	54 19.05 19.05 20.240 25 km/s	Georgi PFF
	Asset Unit Trust Mages Ltd (1690)F 20 Regard Store, Lumine SWIY 482 077-839 5450 Fronth 5175 99 75-964 90 67 - 48994 Regard Store, Lumine SWIY 182 077-839 5450 Fronth 5175 11 1071 112-736 444099 8 & C E Unit Trust Magent Ltd (1690)H Manor Regal, Crawley (1610 20) 029 52911 84 (56 78) 8450ers J165 75 64.71 6-930 1 4044095	Cazenove Unit Trust Magunt Life (2200)F 16 Yokeshoose Yard, London EC28 TAM 071-606 0708. Cazenove Portfolio -5139.14 59.36 63.71 [2.85]4666	Inner (#1 5 17 17 17 17 18 00 00 00 17 18 18 18 18 18 18 18 18 18 18 18 18 18	Hambres Generali Fund Mgss Ltd (1000)F denia, 3 Royleigh Re, Heston, Svestment, Esser Despites (02/7-22/30) Dealing (02/7-24/30) Presents Supre	Maccom Marie Mar	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Japane Inc
1	BSI-Thornstell Unit Trust Mgrs List (1200)F 28 St John 15 Lindus ECIM 44E 077-251,6767 Capital 35452 54.52 59.31 157 Mgrd Derrys 547.54 47.41 50.681.7540776 Baillie Sifferd & Ca List (1400)M	CIGNA Unit Tit Managers Ltd (1069)F P0 Bee 128, Beckestum, Kert St3 4PN 081-653 2030 Errama Booth 34, 79.38 77.38 9399, 59(402) 1992 Dan See Ds 34, 57.38 78.38 4, 591, 59(402) 1992 Dan See Ds 34, 65.75 65.15 79, 105 36 (402) Barrantional Bs 35, 65.75 65.15 79, 105 36 (402)	ash 34, 125,0 125,0 133,2 n.momail arogana 54, 125,0 135,5 137,5 1.67, 80,0 n.mo. 154, 125,0 135,7 80,0 n.mo. 154, 125,0 135,7 80,0 n.mo. 154, 125,4 134,4 134,4 131,2 n.mo. 154, 125,4 134,4 134,4 131,2 n.mo. 154, 125,4 134,4 134,4 134,9 134,6 1,0 n.mo. 154, 125,4 134,5 136,5 136,5 1 mo. 154, 125,4 134,5 136,	Admia, S. Rayleigh Rd. Hutton, Brentwood, Enter Engainten 6277 227300 Dealing UZ77 6403900 Inter Enaity Int	Trustee ((20-1) 5 31.20 31.20-133 00 5.23 4861 Justs Small	# Cos. 54 33 32 33 32 33 35 - 4122 \$244 - 54 55 56 56 51 60 141 67 4124 5 54 51 55 56 56 60 21 107 6025 5 54 114 5 146 2 155 30 28 405 2	Homes Koney Acc
r F T hand	10 Genflute St. Efficiency (13.1-256.665. AGE) (15.0-21.01.01.11.11.11.11.11.11.11.11.11.11.11	UK from 54 (5.4) 77.25 77.36 77.40 (5.04022) at UK from 54 (5.1) 62.16 6.47 8.71 8.72 8.25 City Financial Unit Trust Mugar Ltd (1.200)F 1. Wigte Part Yard, Landon Scider, S.1. 071.407.956 p. https://doi.org/10.1007/10.7566 p.	Period Site 54 1110 1138 12128.0016621 S PAPE Net lecome reference 1 Desping Private Fund Mingt Ltd (1200)F	M. Michaellon	Dealing, 2277 25:0010 High lextmer F	Composite Sept. 10.302 to 3.92 to 27 5 00 logge of 2.50 (\$3.29 \$5.29 \$5.59 7.810.82) 2. F1 2167.81 76.7.20 16.50 F.7.210.80 161 51 182.79 82.79 94.831 65 64.00 2. 50 90.79 90.79 90.61 2.65 64.01 2. 10 121.7 122.7 122.5 129.5 91.4886 *Composite Sept. 10.856 64.00	Tradition for 55 33 01 53 01 57 01 60 57 01 60 57 01 5
zerlano	Name of Ireland Fund Mays 1.08 (1996)F 36 Quere S. Lendo, FCAR 188 071-236 (210) Brt & C Vota 188 177-9 188.32 15 (407) Income Pilit 188 187-9 (211) 1.10 (408)	Friend the Cap 50, 201.00 201.10 201.00 Selection Friend the Cap 50, 201.00 201.10 201.10 Selection Friend the Cap 50, 201.00 201.10 75th 177.55 2514556 Selection Friends the Cap 50, 201.00 Selection Friedding the Cap	ereign & Colonial Unit Magant C.2007 dais, PO Baz 2001, Brestward, Espec CM 3 128 1 postriar 5277 227300 Deliar 5277 251010	Inquiries 0277 227300 Dealbon 0277 490376 mathy inadeque 3-6 12-57 94.57 96.21 Lin Stellar Parally Parally of Furth. 5-6 136.77 95.98 97.6-2 11.16688 Promity of Furth. 5-6 126.78 95.98 97.6-2 11.16688 Promity of Furth. 5-6 120.18 120.18 121.90 12.75 96829 Promity of Furth. 1.5 12.01.18 120.18 121.90 12.75 96829 Promity 5-6 120.15 100.15 121.2-6 12.75 96829 Promity 5-6 120.15 100.15 120.15 100.16 120.15 100.15 120.15 100.16 120.15 100.15 120.15 1	North American F512.33 64.17 68 26.11 02 1 6892 Lampson Crowth F64 68.55 64.75 68 1.57 1.34 60004 MW Investment Managers Ltd (06.69)F 20 Fincher 66 Court St. Raddington, E. Loshian 06.2 682 5867 INV Joint Press Hannagers Ltd (1.400)F 20 10 10 10 10 10 10 10 10 10 10 10 10 10	Greafell Unit Tst Mgrs Ltd (1900)H y Circus, Leader EC2M 1917 1-826-082b Emplries 077-826-0123 646 - 54 1423 1423 153 10 994068 846 - 54 1945 1945 286 28 001464 1846 - 54 1945 1945 286 28 001464	in Maps PEP har 55 48.22 48.22 51.72 in Maps PEP har 55 48.22 48.22 51.72 Provident Martinal Unit Tst Maps Lin 25-31 Moscoula, London, EC2R 6BA. 07 PM Emirora 51113 5 1135 1207 1
	Engage Funds. Supply State	Jechie Austa May 15 , 21 (9.16 19.26 19.8910.00)40400 A Cherical Medical Unit Tat Migra Ltd CL200)F B Namon Phin, Bristol BS2 0.18 10900 372393	The second secon	Accommission 51, 677.11, 677.11, 569.21, 5.64-filled light liments 51, 261.12, 261.24, 261.24, 264.46, 261.14, 261.24,	Manual life Management Ltd (1200)H St George Way, Savenupe Legisla Units	Ster Apr 5 127.6 127.6 136.4 (1.92) 4465 Ster Int . 5 136.5 136.5 146.5 146.5 (1.94) Ster Apr . 5 140.9 151.0 (1.94) Ster 5 63.32 63.32 67.16 (1.94)	Producties 6th 3130.47 50.47m 53 64 Producties Hollsom Unit Tsts Ltd 51-69 Hard Hill, Rhard, Exect 62 201. 06 Private Ciert Dulling 0800 20104
	Ontons America , 54, 82, 51 AT 51xt 86, 83, 2, 06 403,19 he hear Report Act , 59, 45, 57 45, 89 48, 72 11, 21, 468,5 0n Aust Act	Entered Enterty 54 50.55 52.26 50.55 75.0027 12 50.55	Scenife G	movement and	For East		Intermediary Deating 1800 01056 We Hearing Pricing Heaters Trast
	De Entry Income 94, 25° 45.441 (102.1 S. 1.36 (102.1 E. 1.36 1.36 (Colonial Matheal Unit Tst Mars Ltd (1290)F & 1 White Het Vard, Logico SEI 1807 977,407,5966 & CM Capital	nell Sealtr Cos	Sept. 179. 15. 179. 15. 179. 15. 189. 17. 189. 189. 189. 189. 189. 189. 189. 189	Guide to pricing of Author	ised Unit Trusts	Helbern Intil Sin Co. 6 (31.07 31.07m 54.64 Helbern Japanese 6147 79 148 40 158 92 Helbern Rich Amer 6 90.38 90 38m 94 65 Helbern Partic Mitts. 6 51 23 51.23 54,79 Helbern Presier Int 4 41.68 41.88m 43.59
ISSLE	Str. Jan. S. Gen. Str. 54, 163.3, 163.9, 174.8, 174.8, 174.8, 175.8, 175.9, 174.8, 174.8, 175.8, 175.9, 1	Linderstatt, 5:23-304 Contest 081-564-6018 FT 20 Aprel 2008 6th b 72.74 72.7457 382.154899 6th 2018 FT 2018 54.07 56.57 0.78 4787 6th 2018 54.07 57	CORN UNION - 5 3121 3121 317.96.06.00 GR assected - 5 40.07 6 4.344.42 88.75.4001 8 corns then 5 40.07 6 4.344.42 88.75.4001 8 corns then 5 42.59 12.546.510.76.0002 6 corns the 5 45.60 12.151.161.161.161.174.0003 15 12.24 12.161.174.0003 12.24 12	Termed Funds F 10th Honorae 20th Date (\$1,00.95.100.04.5.45.400.04.6.45.400.04.45.400.04.6.45.400.04	units. Used to delray marketing and administration that the of	TO SS III PRICEIRE: The latter H devotes compare VIII receively dud on the price change of the price change of the price change of another before publication and may compare during levels because of an	Hollian Sec Sic 6 80.73 81.35 87.02 leithen UK Greeth 6190 34 90.34 90.35 For Regrecy Life Unit fol sec AEGON L Reliance Unit Migrs. Ltd (1000)4 Reliance Unit Migrs. Ltd (1000)4 Reliance Unit Migrs. Ltd (1000)4
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	De freeder	CI Musty for Pies 6 41.26 42.22 6113 MEDIASTRI OR CI Manageti	coste lifetal	THE Samuel Unit Tet Mgrs (1200)H LIA Tower Additionable Stand, Coupling 981-486-1285 (ILIA Tower Additionable Stand, Coupling 981-486-1285 (ILIA Tower Additionable Stand, Coupling 981-486-1285) (ILIA Tower Additionable Stand, Coupling 981-486-1285) (ILIA Tower Additionable Stand	price at valid must are bought by investige. BID PRICE: Also called maleuption paces. The potent of the pace at which under one sold back by levestire. CANCELLATION PRICE: The maleuro PORNAR.	portions revelopment or a surfice to a ining broke. The managers must deal at a top on request, and may move to foreget	Reliance Home, Tumbridge Weilg, Koet 10 Pritish Life
	Baring Fund Managers Ltd (2000R PD Res 128, Beckelon, set 889.450, 031.452.9002 America Growth u. 51 62.95, 62.95, 66.66, 0.5160M America Service u. 5149.55, 49.85, 73.47, 10.31609 America Service u. 5149.55, 49.85, 73.47, 10.31609 America u. 5149.67, 54.95, 73.67, 10.31609 Consertions 5144.67, 48.95, 73.16, 8.46009 Eastern	Do Access	## Gerth No	Immicral	other and held pulsan in determined by a formatic his one of which the process of	tion, investors can be given no deligity	N.M. Revitaschild Fund Meuret (1.00) 2. Symthe's Lieu, Landon BCS Budger (77) W. America Back (100) 3. Symthe's Lieu, Landon BCS Budger (77) W. America Back (100) 4. St. St. St. St. St. St. St. St. St. St
A STATE OF THE PROPERTY OF	Eiropean Growth 5 176. 5 176. 5 187.0 2 7 1800.1 Eiropean Smit Car 5 188.3 185.3 184.8 1 24652 Cannage Francis 168.05 66.05 70.29 4 2 4052 Garata Growth 54, 44.97 44.97 47.78 0.84008	De Across 1	P Equaty Dist	at Securics 7 b 68,74 48,744 52 122 05 4692 set fail 6 b 650,95 50 mis 54,13 24,452 set fail 6 b 650,95 50 mis 54,13 24,452 set fail 6 b 650,55 545,5 546 53 540,50 560,55 50 50 50 50 50 50 50 50 50 50 50 50 5	a large general of states of crafts over buyers commerce. TIME The three choses alongside the hand framework general and a state of the write trace? Commercial crafts are somether them is indicated by	can be obtained free of charge being hard asserty minist are contained in term of the all Pando Sorvice.	mt Smily Austrian (1577) 577 582 587 587 587 587 587 587 587 587 587 587
State of the state	Perticular Act 2127 1271 125 3 7 7 7 7 7 7 7 7 7	Unions (select	With Austr Dist., 5 (13,1), 13,44, 141,461, 124,447 Para Basis Dist., 5 (14,1), 200, 92, 11, 81, 62, 50, 77 Para Basis Dist., 5 (14,1), 200, 92, 11, 81, 62, 50, 77 Access, 500, 1, 702, 21, 17, 70, 22, 444, 500, 1, 702, 21, 18, 70, 22, 444, 10, 10, 10, 10, 10, 10, 10, 10, 10, 10,	Cay Fund Managers Ltd (1200)F 5 Foundin St, Managers Ltd (1200)F 5 Foundin St, Managers H2 24F	the symbol attragride the traditional and treat reams. The symbols and attractors (\$\P\$) = 0001 to \$1100 hours, (\$\phi\$) = 1101 to 1400 nouse; (\$\phi\$) = 1001 to \$1200 nouse; (\$\phi\$) = 1701 to minimize; Carly desting paices are set of the better of the valuation point, a start parted of finise may clause helical \$150 hours \$150	numers and Unit Treet Cognitionies, Industrianes, Landon WCIA 708 379 – 8444.	RC Saulb UK Cos 6 RBS. 33 1833 1820, 05 RBS 18
4 9 1 2 2 2	UN & European 5573.44 573.44 575.11 1000	20 Mr to Seesan (1970) 20 00 44 GeV 135 (498) Consected them Peedicy 16 Harper Lead (1488) Consected them Peedicy 16 Harper Lead (1488) Consected them I form 16 Harper Lead (1488) Consected them I f	van (Senessap Prop. 5) 67 52 67 52 77 15 15 14 146666 S Access	engeler Co's	, 1		
•••	- .	·					

| Description | | 1.02 | 3.4 | 4.05 | 5.04 | 5.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4.05 | 7.0 | 4. St. 4-0 Hierd Hill, Hernf. Ener. Ed. 201. 081-478 3977

Private Clear Dentino 0000 0000467

The private Clear Dentino 0000 0000467

The private Clear Dentino 0000 000567

The private Clear Dentino 0000 000567

The private Clear Dentity Privat

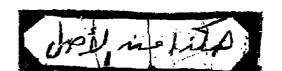
1 50

Ę

y.

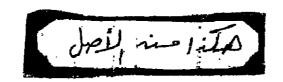
Current Unit Trust prices are available on FT Chyline. Calls charged at 45p per minute per and 34n of next inc VAT To street year free that Trust Code Souther (on (671) 925-21)

	PI MANAGEL	FUNDS SERVICE	and 34p off peak, inc VAT. To obta	in your free Unit Trust Cook Booker (179 (617) Service
Delit Init Case. Sid Orient World City- Did Orient Sid Orient S	dd City- ses lline Price Price Cro Cembury Life Pic 41547 2 Eyre Street Hill, London ECIR SAE 071- 41049 Cry or Bullehungh Life Assamance 41704 Cry or Bullehungh Life Assamance	7/8.44693 Retuste, Servey M12.850. 0737 202424 117 Feach Indignate Measured Performance 1111.6 118.1 421.45 Management Measured Performance 1111.6 118.1 421.45 Management Measured Performance 1111.6 118.1 421.45 Management Measured Performance Pe	Existent GENETRALI Sp.A. Legist S. Genetral (University S.), Legis	100 Colors and Declarate 146 B 251 C - 100 C
Section 100	- 47027 Principal Funds - 47027 Fund of the 150	47033 Ferferance Pisc. 107 117 2186 Machanic 47004 With Profit Perform. 102 4 140 1 421 1 42	Man Marrier 13 4 29 4 4270 Estima Line, Int	190 62.7 476 MFM 190 500 500 100 100 100 100 100 100 100 10
Account (United 4	41876 Property 135 9 1451 41705 Equity 1285 1352 41709 interminant 86.9 91.5	44347 Cash	ath	175 175
Empiries 0277 227300 Desilies 0277 227300 Page 19 20 20 20 20 20 20 20 20 20 20 20 20 20	" 1 1 1 Process Freels	44377 44376 Eagle Star Life Assurance Co Ltd. Florible F.	8. Sec. Life Acases. Sec. 1.5d 50 Dennis last. 50 Mayorate 100, W Seates 50 Dennis last. 50 Dennis las	ALS 1904 LAND WAS TO ME THE STATE OF
Weigh Technology 64 40,83 40,83 67,71,07(4)28 INVESTOR INTERNAL PROPERTY INTO A STATE OF THE PROPER	41719 Poli let Capital 55 2 87 7 14797 Poli let Capital 55 2 87 7 14797 Poli let Capital 152 4 159 3 14720 Deposit Accist 152 5 111 0 Deposit Accist 154 5 111 0 Deposit Accist 154 5 111 0 172 6 1470 157 6	44178	in Words Exchange Station Rd. New Stone, Station Rd. Station Rd.	2.66 44.66 - 1.27
Workshife Streeth 6 23.62 23.62 23.20 49 100 Small for Hay 16 (2665.2 3824.9) 4.36 40766 French Small for Hay 16 (2665.2 3824.9) 4.36 40766 French Hay 16 (2540.8 546.8) 221 40776 Fernand Rev. 20.0 27.0 27.0 Fernand Rev. 20.0 27.0 27.0 Fernand Rev. 20.0 27.0 27.0 Fernand Rev. 20.0 27.0 Fernand Rev. 20.0 27.0 Fernand Rev. 20.0 27.0 27.0 Fernand Rev. 20.0 27.0 27.0 27.0 27.0 27.0 27.0 27.	- 41722 Managed Ser 1 265 6 279.6 - 41727 Equity Ser 1 299.7 200 7 - 41727 Seastler Cry Ser 1 299.7 200 7	44/30 School Feed	Page 1977 1971 47977 American 1978 1978 1979 19	ENTITES 031-546 5000 Middlend Life Limited ENTITES 031-546 5000 Middlend Life Limited Sentempt 50 Sentempt 50 Sentempt 50 37407
UK Growth Acc	41733 Manusci Ser 2 233 2 277.0 41734 Septis Ser 2 3818 409.3 4174 Septis Ser 2 3818 409.3 4174 Septis Ser 3 117.5 119.9 4174 Anglian Fand. 117.5 119.9 117.5 119.9 117.5 119.9 117.5 119.9 117.5 119.9 117.5 117.5 119.9 117.5 117.	Development Report 105.1 110.7 -3135 106.08 110.4 110.7 -3135 106.08 110.7 -3135 106.08 110.7 -3135 106.08 110.08 100.08	18.7 18.7	750 205 - 431% Substant Fd
Hard Hard Tries Land - 54, 64, 67 66, 674 71.11 (6, 40) ALGS W. &. G. Securities Ltd Hard Hard - 77.15 7	- 63162 - 43164 - 43165 - 43172 - 70 Sor 469, 500 Ambury Sind, Milkon Keyes I - 41725 - 41735 - 41737 - 5care Series - 41737 - 5care Series - 41737 - 417	Eagle Star Inter-Midfaed Assur.	of Dax Insurance Salum Dat Hour, 9 Princes Rd West. LEI 6TH QS23 549010 Insury Mariet.	772 h 101.7 42.600 Pers W. Zarry 170.5 11.5 14.5 14.5 15.5 15.5 14.5 15.5
L28 Tabelich ************************************	43164 43165 43167 43167 43167 43167 43167 43167 43168 43168 43176 43176 43176 43176 43176 43176 43176 43176 43176 43176 43176 43177 4317 431	April	145 2 50.5 53.6 - 47055 Lifetime Assurance 147 5 52.5 - 47055 Bank Hot St. John St.	Co Lbd Learner #442 555 5601-042 5999 10.2 109 27 -44575
De Access	- 41750 Clerical Medical/Fidelity Investment - 41752 Harry Plain, bristol 852 O.H 0276 - 41751 Investment Finals 1317 A 137 S	Ago Hance 2 (270566 Equitable Life Assurance Society Without St. Agriculus Bright 172, 70W. 0296 393100 3 Finders 4,000 4 Without St. Agriculus Bright 172, 70W. 0296 393100 3 Finders 4,000 5 Finders 1210, 7 127 0 4,000 6 7 120, 100 100 100 100 100 100 100 100 100 1	per Administration(z) 7 for, London, 512 M2PA, 1071-458 5757 Fundam Profes 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 Manual Secretary 108 2 7 70.4 10 50 42477 108 2 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	13.0 110-01 -100-12 2019 Figur Warrard AA (A4 7) 4470) 50.2 112-01 -400-12 2019 Figur Warrard AA (A4 7) 4470) 50.2 112-01 -400-12 2019 Figur 100-01 100-2 44741 50.3 120-01 -40720 Exempts Leonia 100-01 112-1 44711 6075 113-2 44720 Exempts Leonia 100-01 112-1 44711 117 110-7 44720 Exempts Leonia 112-1 112
Do Accom 6 (10.477 40.477 441.24) 3.59 (10.48) Do Accom 6 (10.477 40.477 441.24) 3.59 (10.48) Do Accom 6 (10.477 40.477 441.24) 3.15 (10.48) Do Accom 7 (10.48) 4.59 (10.48	44178 ace. 4178 ace. 4179	1997 Hamper 185.6 195.6 2227 England 196.0 196	191.7 202.4 43499 hell Equity	22.5 267.91 - 467.72 C11. 129.4 126.2 187. 187. 187. 187. 187. 187. 187. 187.
Do Access 6 68.34 69.004 73.48 10.36 (Gree 1.004 10.24 10.25 (Gree 1.004 10.20	44188 American Newsear 123.9 120.5 44185 Sendi Seri Adia Franci. 123.4 124.4 44185 Sendi Seri Adia Franci. 123.1 44186 Sendi Seri Adia Franci. 123.1 44187 Empero 67.6 42.3 44187 Hersimotic W + Bm. 122.7 130.3 44197 Hersimotic W + Page. 122.7 130.3 44197 Hersimotic Page. 122.7 44197 Hersimotic Page. 122.7 130.3 44197 Hersimotic Page	119.5	meel Life Assur, Lid 7 control 7 con	180
Target Trust Magra Ltd (1600)F NM Rothschild Asset Management Ltd 2-8 Aktors load Countries 1001-6 The Exchange 66 High St. Agrictory, Berks. HP20 ISE NC Managed	-1 41757 indepent Linked	41975 - 41976 - 41976 - 41976 - 41976 - 41976 - 41977 - 41976 - 41977	20.14 271.8 425.5 140.9 (M) 140.0	185.2 - 42795 Social Companies 111 9 17 6 - 4215 187.2 - 42796 Social Februar 99 0 42.1 - 45.2 1 127.2 - 42800 UK Group 1 115.0 115.0 - 15.2 1 127.2 - 42801 Social Companies 1 115.0 115.0 - 15.2 1
Erro Seet Sits 5 110.0 110.0 110.0 10.0 10.0 10.0	- 41770 Cash Fd. 276-9 303.7 - 41768 Mings Fd. 279-9 303.7 Fined int. Fd. 274.8 25.7 UK Equity Fd. 374.8 425.9 9 204.911 Property Fd. 183.4 171.1 - 41772 Index Listed Fd. 183.7 216.6 18773 Index Listed Fd. 183.7 261.8 2004 2017 2018 2018 2018 2018 2018 2018 2018 2018	10 10 10 10 10 10 10 10	10 10 10 10 10 10 10 10	1862 1865 1866
World lazarus 564.53 64.53 67.52 (47.52) Touche Rennant Unit Tet Mingt Ltd 1847 (47.52) 1653 1653 176.52 (47.52) 176.52 (47.52	41776 Earn. Fd. 200.9 275.7 41776 41776 41776 Airrow Piole, Bristol BS2 UJR 0277 41776 Airrow Piole, Bristol BS2 UJR 0277 41770 Airrow Piole, Bristol BS2 UJR 0277 41780 write-Profits (Beg). 142.4 149.9 41761 41762 Milest, 168.5 177.4 41762 Milest, 168.5 177.4 41763 Milest, 168.5 177.4 41763 Airrow Piole Milest, 168.5 177.4 41763 Cash. 162.9 130.5 41763 Special Shaption. 122.9 130.5 41763 Special Shaption. 123.9 130.5 41763 Special Shaption. 193.1 60.1	Pen mass of 60	Price Trappet Price	Service Consumpt (2)
Value 1's Lot 6 (100.20 11.38 67.05 1.3	41794 Caparican 125.9 122.6 12794 Caparican 125.9 122.6 12795 Caparican 125.9 127.6 127.6 127.6 127.6 127.6 127.6 127.6 127.6 127.7 Git & Fixed int. 117.5 127.6 127.7 Git & Fixed int. 117.5 127.7 127.7 Git & Fixed int. 117.5 127.7 127	41991 Polit Fe Lett U	Ser A	66.4 373.9 (10.5) 634.13 Februs 1907 Level Dan 100.1 (10.4 d. 67.17 (10.5) (10.
Cath 115 0 31 55 50.35 50.55 50.20 February Cath 115 0 31 56 50.20 February Cath 115 0 31 50 50.20 February Cath 115 0 31 February Cath 115 February	41793 South East Adia 250.0 273.7 41795 Longues 90.7 95.5 41796 4797 Clerical Medical Managed Fands Ltd 4370 Clerical Medical Managed Fands Ltd 4371 159. Luner's Sq. Lunder SWIY 4.0 071-4 4372 Cath. 29.6 39.6 44573 Mixed	42005 Family A Managed \$70.07 \$41.70	100. 100.	14.8
Recom Unity 5 48.14 48.41 51.775 30 1076 Monry Ser. 4. 27.1 287.5 - 476.21 Black Horse Life Ass. Ca Ltd. UK Smilt Cos 149.61 51.22 54.776 11 10.22 11 11 10.22 11 11 10.22 11 11 11 11 11 11 11 11 11 11 11 11 1	43,771 15.57, James*s Sq. London SW17 4.0 071.4 43,772 Carb	ADDIT Feats Counts Hour Str 2 49.77 90.79 -4.5265 40.271 40.77	Noes Friendly Seciety M. Seringfield Are, Rarmonte, 0423 567353 Michael March 131.2 132.6 42364 Are Rarmonte, 0423 567353 Michael March 131.2 132.6 42364 Are Rarmonte (131.2 42364 Ar	11.4 270.6 -4 273.1 -4 273.2 -4 27
Consert House, Torrer House, Washington NEST 25th Promise French	- 41799 CHEL (Volt Assertance)	42712 Ideal In 12713 Ideal In	ng thug fit 133.6 140.6 -44355 Ernite Board (4cc) searrance Co Lide 127.1 133.5 -46705 Extra Via Bid Occi Fed 127.1 133.5 -46705 Extra Via Bid Occi Statement Lide to Lide Assumation Co Lide	0.5 8 33.9.1 425.77 Remarkant Earl Sin Can 120.3 1 (20.5) 4 (2.6.7) 48 (2.3.103.1) 4 (2.6.7) 48 (2.3.103.1) 4 (2.6.7
Tendicise Remandit Unit Tet Mingt Ltd (1.600)F American 278.6 273.6 41500 Pacific Sada Fd. 285.57 300.60 Hermald No. 2 Pacific Society Ed. (2012) January 118.5 533.3 41531 41531 41534 118.4 11	Algery Call. D'action Jaguertine - Science - Prince	2019 Severable 277.8 291.4 4225 149-151 4226 491-151 4226 491-151 4226 491-151 4226 42	High Rd, Chadwell Hts Rob6 67 1001-977 7566 First	86.7 173.0 42366 Shift Bet Garo Pert 107.9 113.0 485.5 113.6 557.2 42366 Shift Bet Garo Pert 107.9 113.0 485.5 177.4 475.2 184.6 185.7 185.0 166.7 182.3 485.5 177.4 475.7 184.6 185.0 185.0 186.6 7 182.3 485.5 177.1 485.5 185.6 1
Numer bands - No S. A.	40.102 Managed 121.95 121.95 121.90 441.93 Managed 150.93 143.09 441.95 441.95 Managed 150.93 143.09 441.95 Constituted Life Associates unto Thurses.	46758 UK Equity	100 1 100 1 100 1 100 1 100 10 10 10 10	00.7 630.8
Right in Plan for 3-1 35.22 35.32	42260 43904 Commercial Union Group 44677 9. Helen's, 1 Union Safe, Lundon EC3 , 0711	42032	UK Equity 107.5 111.2 400.62 infer-table Eff Uccl. 12 Euro Equity 135.5 142.6 400.53 infer-table Eff Uccl. 12 Euro Equity 135.5 142.6 400.53 infer-table Eff Uccl. 12 Euro Equity 149.9 156.3 400.55 injunctional Uccl. 12 Europe 149.9 157.8 400.55 injunctional Uccl. 12 Europe 149.9 157.8 400.55 injunctional Uccl. 12 Europe 149.9 150.1 400.55 injunctional Uccl. 12 Europe 149.9 150.1 400.55 injunctional Uccl. 12 Europe 149.9 150.1 150.1 40	90. 8 206. 8 42672 Perpensia W mich Records 112.7 143-41 42577 43-47 4267 4267 4267 4267 4267 4267 4267 42
TR Smaller Cas # H. 6 16.49 16.43 17.84 4485 17.84 4885 17.84 488	Page With Profit	2003 The Freez, 8 Dereastine St., EC2 077283 2575 Eachty Free 278.4 279.5 279.	100 100	Section 1903 206.5 1907 A Size of Agent 115 0 121 1 125 1 121 1 125 1
United Districts - 9 1911.8 1937-at 2004-bits-0f-940.955 Fired interest Fund	170.4 170.4 170.4 170.4 170.4 170.4 170.4 170.4 170.5 170.4 170.5 170.	20077 20077 20078 2007	Popul Art 1973 1974 1975 19	25.1 264.3 4297 Barryn Manyl Proto. 206.3 154.0 4125.1 1054.1 1054.1 1054.1 1054.1 1054.1 1054.1 1054.1 1054.1 1054.1 1054.1 1055.1 105
Pastric Perf	41860 Prices Series Fundam 403.1 424.4	Pacific	Jan Life pic Peac Property Act. 9452 371371 Peac Deposit Acr. 9452 371371 Peac Deposit Acr. 9452 371371 Peac Resident Acr. 9	93.0 308.5 4 5290 before Sirgs Proles 102.1 103.5 471.5 593.5 482.1 103.6 471.5 471.
12 Corriente Sq. Edinbursts Americanism Cold. of B 86 8.96 9.42 0.5 18385 Pacific Barks	4650 Comhill Insurance PLC 4651 57 Lehmand Gristfert 4652 57 Lehmand Gristfert 4653 Student Machine 15 465.0 700.0	Per European Acc	Ser 3 Acc. 995.1 415.9 425.0 625.05 Fost European Acc. 1.1 625.07	2013 1973 1973 1975
Wesser Assit Management (16-00): 373 Levry S, Winchesper Hants 502 8W (962 842727 Everyon 10.22 11.50	445-66 Samp (MORAS) (Mg.) 5	Comparat Pertifulio Life Lissos Pic	1422 146.7 44.679 146.7 44.679 147.7 147	1
Westwick Unit Trust Managers Ltd (1700)H 1 Write Dat Squee, Sweley HR 74.6 (700 1800)4 Stockwarter Fr 150 05 03.35 53-564,0010998 Writeth Selforman Franci Monra Ltd (1700)F Surfer. 755.25 752.34 41055 10 pm Wry, Westber JAP 088 062-9 Writeth Selforman Franci Monra Ltd (1700)F Surfer. 755.25 752.34 41055 10 pm Wry, Westber JAP 088 062-9	GGS Spec Fd May 15	2006 North Assortion	\$13.9 41.1 42.50	1178 1778 1778 1779
## Penting Plant Octome 19 10 20 11 11 11 12 11 11	43,802 Salary Acc. 750-7 514-7 44,803 Salary Acc. 770-6 44,803 Salary Acc. 770-6 44,803 Salary Acc. 784-8 78	22102 School 1984 1945 1945 2777 Life Funds 2210 Michael 1944 1945 1945 2778 Michael 2778 1947 2778 Michael 2778 1947 2778 277	Acc. 203.5 214.2 423.5 Garanteel list. 100.5 Garan	303.2 42727 Property 150.7 277 45727
bis Field Rev 30	Allege Managed Acc. 434,3 446,6	Annie Production	7 Acc. 579.1 567.5 42567 507.2 507.5	77] 1443 - 4622 - 4615 - 4622 - 4615 - 4622 - 4615 - 4622 - 4615 - 4622 - 4625
20 20 20 20 20 20 20 20	41902 Gram Frantin Frankri 41903 Americas 116.0 120.2 0 41904 Early 722.9 749.1 41975 European 254.3 266.7 0	221.5 Pen Property 272.3 244.7 427.7 248.7 248.8 272.4 248.7 248.8	ierty	Region 0017-088 9177 Pett For Law Gords 200 1 780 0 45167 Pett For Law Gords 200 1 780 0 45167 Pett For Law Gords 200 1 780 0 4716 1 47
CAP INVEST	1906 Fixel Interest 943.1 385.5 1906 1906 1907 19	Par Population	US Action 199.9 104.2 427.25 48 Service 199.9	#41 57.0 44776 Feel Manageri 1678 4 19662 44115 1679



٠.,٠

ξ



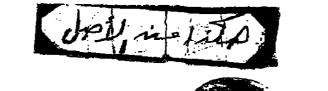
Current Unit Trust prices are avaitable on FT Cityline. Calls charged at 45p per minute peal FT MANAGED FUNDS SERVICE and 34p off peak, inc VAT. To obtain your free Unit Trust Code Booklet ring (071) 925-2128. 102.4 112.9 140.7 130.4 142.5 141.9 172.4 111.1 - 47632 - 47639 - 47639 - 47631 - 47628 - 47921 - 47922 291.9 1111 2 2343 4 343.5 266 0 197.9 197.9 197.5 247.9 197.5 124 6 113.3 95.8 72.9 121.6 77.2 248 9 151.0 143.2 152.2 - 43635 - 43635 - 43635 - 43641 - 4366 eer Life Ptc 132.6 122.0 151.2 195.3 37.9 276.2 225.4 236.4 73.5 3 1212 - 42299 (Pty) Ltd - 46704 - 44478 - 44740 - 44739 - 41/184 - 47/184 - 44(16) - 4 95.1 187.1 185.5 178.3 193.6 194.0 112.9 112.9 115.5 108.0 105.8 173.5 170.6 270.8 180.8 197.8 197.8 191.6 152.89 1120.5 1127.90 1127.90 1127.90 1127.90 1127.90 1127.90 127 14315 [24 6] [43 위 425 1 114 4 380.2 492.7 411.1 211.0 nce Co Lital St. Aviesbury, I Eurolife Assurance Group - 43700 - 43701 - 43703 - 43704 - 43706 - 43706 International Intil Recovery. Index Lieber Gilt. Gilt Plas. Garantee Fd 1995 North Americas. North European Pacific. Praperty Americades Moditor illia 1735 121.9 anal Ltd Property Free Lat. If Capity If 382.7 70.9 169.2 341.2 253.4 391.3 127.3 114.2 98.4 98.5 125.2 123.3 142.4 1172 75 4 50.0 99.2 137.7 146.7 74.5 73.2 81.2 67.8 74.3 72.7 80.6 65.4 73.0 257.1 241.5 241.5 241.5 215.9 125.9 81.5 94.4 70.8 86.9 73.6 86.1 ational Ltd. 220.5 184 8 88.5 63 6 48.5 41.0 67.1 52.2 65 9 61.8 - 43473 - 43474 - 43475 820.4 666.8 138.3 Isle of Man Assu Derly Hsp. Askot St. D Holiday Property Bond. Potrus Bond. _|46_1 nce Ltd 48.51 NEL Britannia Internatio 0.966 1.060 1.097 1.249 0.942 0.942 0.942 1.100 1.044 1.128 0.894 1.002 1.002 0.966 5.158 146.85 146.85 84.57 87.10 93.96 96.77 105.87 111.16 77.26 61.12 80 726728 - 45612 - 45612 - 45613 - 45616 - 45616 - 45618 - 45619 - 45619 - 45619 - 45619 2884 1964 1964 1965 2882 1196 2197 1297 2117 11965 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.00 | December State of the state 44221 44221 44221 44222 4422 442 - 45707 - 45708 - 55709 - 45711 - 45711 - 45713 Pegastas Asserance Lid Brass (ser, Bristol BS1 40.) Life Pents September 197.1 Like Pents September 106.8 Hanages Balanced 106.8 Hanages Halles 110.5 Hanages Halles 110.3 Hanages Halles 110.3 Hanages Halles 110.3 Hanages Halles 110.3 Premium Life Assurance Co Ltd 37-30, Persynthesis Road, Spread Feb. 2310 10.00 pt. 2010 pt. 2 Schroder Investment Magnit (Guerrasey) Ltd. PO Box 255, St Peter Port, Capracy 9491 710651 New European Bond 31 88592 10 5782 18,44279 6514497 The company of the control of the co GUERNSEY (REGULATED)(44) Professional Life A Frobister Hos. Netion Got BEWINI Managed Fichility F Assurance Co Liste Sentineption 110.7 110.6 110.7 110.6 110.7 110.8 110.7 110.8 110.7 110.8 110.7 110.8 110.7 110.8 110.7 110.8 110.7 110. | District | Column | 8256 801414 - 44241 - 44246 - 44246 - 44246 - 44246 - 44246 - 44256 0624 (22599) 4 48901 4 48901 4 48901 4 48901 4 48901 4 48901 4 48901 4 48901 4 48901 4 48901 4 48901 4 48901 4 49901 0277 504(1) 1 44244 44271 4427

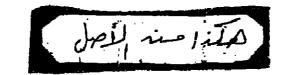
,

FT MANAGED FUNDS SERVICE

 Current Unit Trust prices are available on FT Cityline Calls charged at 45p per monute peak and 34p off peak, inc VAT. To obtain your tree Unit Trust Code Booklet ring 1071) 925-2128.

Biet Offer Yield City- Unit Juli Case. Bid Grie-Yield City- Price Price Gross line Name Chape Price Price Price Bris live	11.10	and other Yards City- and the State Yards City- Price Price Grant, Sales Price Price Grant Ga	
U.S. Treasury Securities Fund Ltd Hill Samuel Fund Mgrs - Contd. Securities Samuel 1500 45 45903 Securities Samuel 1500 45 45903 Securities Samuel Fund Mgrs - Contd. 1500 45 15	TSR Trust Finals (CD) Herderson Management SA (a) 158 Ju Gunty Fd	CB Fund International (a) Target International Foundation Fund - 46571 CM Investment Sprint Funds Guest Gath Way 510.76 - 46577 Guest Gath Way 510.76 - 46577 Guest Gath Way 510.76 - 46577 Forth Record	The property of the control of the
Tension CB Pier Find 58.03 - 46.972 Dertubrupit + 0 + 0 0.078 59.86 59.867 67.6327	Target Internat: Management (Jessey) Ltd. Public Processing 12 12 12 12 12 12 12 12 12 12 12 12 12	Capel-Cure Blyers India Fd Sicas (a) Butch Europea. DMI 1.6 46570 1000 1000 1000 1000 1000 1000 1000 1	GE Bony Januari delle (1982) 1985
IRELAND (SIB RECOGNISED) INVESCO MIM International Clerkey) Ltd PO Box 271 St Heller, Jurier John St. In Livy of Link of Livy	Legal Fill Delta (1972) 1.0 32 10 771 14 1466 3 25 pt 25 pt 25 pt 25 pt 26 p	i (mpirtum vigramme ausperantes) Caderalar (n) Caderalar (n)	6.7 Contentione Paris. 312 06 (4501) 323 (45
GAM Fund Management Ltd (a) Midland Bank Fund Managers Uersey) Ltd. 20 Midland Sank Fund Managers Uersey) Ltd.	Extensional JSU 5 2016201 2.02 6539 UK Court 1 7 930 130 Washing Asset Management Jersey Ltd Court 1 5 938 1 120 Obligat Asset Management Jersey Ltd Court 1 5 938 1 120 Obligat Asset Management Jersey 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Chest-15 97 7 - 43227 Cartera International (a) Chest-15 98 77 - 43227 Cartera instal Si09 76 - 44257 Chest-15 Sin 95 - 44254 Cartera instal Chest-15 Sin 95 Sin 95 Sin 95 Cartera instal Chest-15 Sin 95 Sin 95 Sin 95 Sin 95 Cartera instal Chest-15 Sin 95 Sin 95 Sin 95 Sin 95 Sin 95 Cartera instal Chest-15 Sin 95 Sin	Grand Market 19 19 19 19 19 19 19 19 19 19 19 19 19
ASS November 18 Process - 100 74 - 100 75 - 100 74 - 100 75 - 100 74 - 100 75 - 100 74 - 100 75 - 100 74 - 100 75 - 100	Herean Trees Many See 13.37 13.70 450.72 Emerces Early 92. 485 -487 150 150 150 150 150 150 150 150 150 150	Earn Prest in Child Earn 51 - 4464 Transported Send Trest Earn Prest in Child Earn 51 - 1466 Transported Send Trest Earn Prest in Child St. Earn 51 - 1466 Transported Send Trest Earn Free Earn 51 - 1466 Transported Send Trest Earn Free Earn 51 - 1466 Transported Send Trest Earn Free Earn 51 - 1466 Transported Send Trest Earn Free Earn 51 - 1466 Transported Send Trest Ea	Contraction Control Address Addr
TRELAND (DECS)) ATENYH) TS8 Trust Funds (CD) S9 Res 578 St Helen Jaron 19534 77494	### 1	Credit Suisse	EW Investment Magnet Life 1950 14 195 Getter 513 4 116 16511
TSU 0ff shows benefit rept TSU 0ff shows benefit rept TSU 0ff shows benefit rept TSU 0ff shows TSU 0	Warding Fund Limited Sto 190329 -447343 Grantal Earth-188 5-180-63 4388 Stonagery Fol Sto 190329 -447343 Harding Light-188 5-1271 -4508 Mording Control of Contro	S. Sheary Hill Fold	Harthfield International Ltd
Bank of Ireland Unit Managers Ltd UK Earty	htt Annicin Book 5- 18-4 - 1922 Daily-Green Book 5- 10-53 -4/5 Stellan Book 6- 10-15 -4/72	Silicary Mat Fe DS	Country Perform 0.07 11.740 46.220 Country Frenches (F. 1971) 1.140 46.220 Country Fre
Saring International Fed Minors (Trefam) Ltd. Baring International Fed Minors (Trefam) Ltd. Autuals 1515 77 Lb 501 105 14759	Dark Laft Cov. Bid OfferVirte Crt. INVESCO MIM International Limited (n) Rame Days Price Price Crt. line PD Scr. 271, 51 Holler, Jerry (524, 271, 471) Acc. Spece Country (524, 271, 471) Acc. Spece Country (524, 271, 471) Acc. Spece Country (524, 271, 471)	CS Eco B4	Confor Fd May 15 15- 10-mil -) - Stranger Bandward Life Spirit Confort Enerth Enerth (55.870h à 49.77) - 476701 Confort May 16 16 16 17 17 18 18 18 18 18 18 18 18 18 18 18 18 18
Appa New Gortn Fe. \$20.1 21.75 — 44/264 Malay Sing	Alabery Global Investment Find (a) Alabery Global Investment Find (b) Alae de la Care, L-1811, Insembourg 322 4890b1 160 for 2 480 for 3 480 f	CELL FOR THE CONTROL OF SHEET AND ADDRESS TRANSPORT OF THE CONTROL	Gibbal Acet Management Collect Service Size 27 Collect Acet Management Collect Service Size 37 Collect Acet Service Size 37 Collect Service Size 3
Instant Warrant	Storing Price		GAM European 577-38 -47912 Rathered County F 6 32-33 -40925 GAM Europe F 6 579-38 -47912 GAM Europe F 6 53-95 -453-95 GAM EUROPE F 6 53-95 GAM EUROPE F 6 53-
POLAN SERENTIAN FORM	Pacific Scale 6th Fiel	Baiwa Japan Small Equity Fe (ed) -143757 Buit Sait Come. Mid Sther Felo Com. Dans Japan Small Equit Com. Mid Sther Felo Com. Mid Sther Com. Mid Sther Felo Com. Amer. Com. Price Com. Price Com. Amer. Com. Price Com. Pric	Card the Assessment Co. 1975-47 1976-47 19
Bairt Bairt Case Bid Offer Field City Case City Case City Case City Case City Case City Case City City Case City	Growth French Letter & Sinte (Lexembourg) SA (u) Growth French Letter & Sinte (Lexembourg) SA (u) Letter & Sinte (Lexembourg) SA (u)	The Dragon Fued Sicay NAV May 14	De Desistationarie Inhibit VI 4510 Practific Great Francis 117-50 45120 Pacific Great Francis 117-50 45120 Pacific Great Francis Inhibit Franc
Lord Street, Desglat, loff ADI Masgeriti - 5 33997 0 5597 0 5500 641551 Brown: Shipley Fund Mgmtt CCD, Ltd ADI Masgeriti - 5 33997 0 5597 0 5500 4 4045 ADI Masg Corrected - 5 3399 0 5050 0 4048 - 4047 Cater Allen Investment Management (CD) ADI Wash Entry - 5 30450 0 6203 0 6523 - 4047 Cater Allen Investment Management (CD)	Learning Equity 5- 3 95 0 00 (e.27) 30 14 14 4 17 14 14 14 14	Espirito Sento Layestment Namet (SICAY)	10 10 10 10 10 10 10 10
For conversion Prices of Shares Pages 0624 662800 Literature Feats Accord Clinical Francis 6 bit Depter De	American S Bond AS 540 B 44 8.75 State Professor 8 5 9 982 1 1986 2.20 8.75	Europe Management S.A. Foodbas -146349 ATSP Management Ltd	CAM Ser Special Band. Ser Special Communication of CAM Ser Special
Asset Grahaf Funds Ltdl Dental Punds Ltdl Dental Punds Page 4435 About Rec Mean St Douglas IoM 0524 620097 Serving 2015 15.03 44436 French Equity 5 [71:45 157 6 146.5] 44639 US Dollar 51.7621 44836 UK Gift 5 [15:45] 15 41 15 41 15 41 14 15 44841 Surf Input Journal Pund Journal Punds Page 10 10 10 10 10 10 10 10 10 10 10 10 10	Constitution State Constitution Constitutio	Aberdees Fund Managers (Esy) Ltd Aberdees Fund Managers (Esy) Ltd The Ada Pond Las So Ada Pond Las Fidelity Inti Lav Hogt (Luxembourg) SA Adig Lavetiment Luxembourg (Luxembourg) SA	### ##################################
Secring Gash Acc 2511.00 1.00 1.00 - Global Equator 2511.00 1.00 1.00 1.00 1.00 1.00 1.00 1.0	US Dollar Res. S- 5 16 5 CC leases Sur C American Eco- 2 2 2 3 6777 Vea Resorve 1 5 16 5 CC leases Sur C American Eco- 2 2 2 3 6777 Vea Resorve 1 5 16 7 7 7 1 8 7	Corp Sc Perfolia St 94 939 626 47399 America	Table Board Ver. T11406
USA	International Bond 34, 587 Au 89 ou 93 66; 76 6472; Lioyds Bank Luxembourg but Earthy 54; LTS7, LTS7, LTS31, 0.04 ergs lioyds Bank Luxembourg but Earthy 54; LTS3, LTS31, 2.04 ergs lioyds Bank Luxembourg but Scale Co 54; LTS32, LTS31, LE4673; LTS95, LTMP, Lovembourg but Scale Co 54; LTS32, LTS31, LE4673; LTS96,		
Garbrisgre Fromt Managers (10M) P0 Box 32, Dospiss, 10M 0624 6276.10 Contain - 51, 30 15.76/9 5 04, 46979 lett Grth - 51, 51, 61, 60 7 513 51 0.916595 Macrotrov Sund Managers (10M)	CRI Asset Management (Lorembeurg) SA (a) Descript Warr Boots 072 - 102 S 104 65 - 102 C 101 mater (Marr Boots 102 - 102 S 104 65 - 102 C 101 Management (Lorembeurg) SA (a) Descript Warr Boots 072 - 102 S 104 65 - 102 C 101 Management (Management (Managem	Finistra International Group NV USDella Research May 11-17 0.000(2000 G.03-4-pa)	
100 PM BURD 2144.14 47 175 22.701 0 017.711 USS Dep Short A \$3423 - 44688	Color	Five Arrows Intl Bend Fund (n) Interstinational Holgs. 399 62 (3148 Augusteen Cl) RAV our state	## 15520 Stofe Ser 1 5315 7 305 50 2 0-01 05125 Rutherchild Asset Management ### 157 1 2-21 0-0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
UK Equity Fd. 50	Control Cont	Flemming Croup Flem	Martificant Indian Parties
Som High Copust 614 972 a 6732 1.046786 of GAPAS Fidelity Investment (CI) Ltd Unihack Scandinavian Fund Ltd Sterling American	Serias Ensisty	Gartmore Luxemburry S.A. 147833 Barlow International Group	Selected Attair Probin. 199.27 9 201 -1 a 7043 Schreder Investment Management Limited Absermann Hildgs, NV Congaste Schroder Japanese Warrent Fund HIII Samuel Investment Services Intt (2) Schroder Japanese Warrent Fund HIII Samuel Investment Services Intt (2)
Financia Concrete Femal 16,29 6 71 - 449716	UK Seed	Hith American	Selection Sele
Original Priest Cross. (1887 Figuring Figure).	41 Area to Gare 1-1611 Consensus Union Printing Particular Consensus Union Printing Particular Consensus Union Printing Particular Consensus Union Printing Particular Consensus Union Printing Office Particular Consensus Union Printing Office Particular Consensus Union Particular Consensus U	Edited Commen. 612.76 17.05 46774	Indesset Acia Invest Services Lid Tannas & Iday 15(\$4.265 4 446) Japan Fel Hay 15(\$1.205 18.05) Japan Fel Hay 15(\$1.205 18.05) Japan Fel Hay 15(\$1.205 18.05) Lik Acid Faul Japan Fel Hay 15(\$1.205 18.05)
Traders Fund Ltd H° . \$18 18 19 65 - 46369 Saire & Proceer	Amerikan Gwith (d)	International Speciality Fund (n) International Speciality Fun	them from the control of the control
Discontinuo Laurie Enry High Lefs	Dirtch Gwib Ltd Dirt - 4.5962 4 8276 Zeli Uki20 Rin Asserces Emity 5 - 2.40 Spill Register Ltd Rin Rin Spill Register Ltd Rin Rin Rin Spill Register Ltd Rin Ri	Asia Powerful	Pacific Gold Fd May 15 311 04 - 45297 Generating Correcty Fd . 199 35 - 45044 Rendered Fd May 14 1710 52 - 46507 Completing Street St. Plant Text
Ur Cherty	Reserve Paulation 5-10 1277 M 2279 34-10540 European Road 5-10 1-96 1-964 Deliar Reserve Ros (d) 5-10 1277 M 2279 34-10540 Clothal Bond 5-10 2-964 Deliar Reserve Ros (d) 5-10 1277 9 1279 1279 1279 Ven Reserve Ros (d) 7-10 1279 1279 1279 Ven Reserve Ros (d) 7-10 1279 1279 1279 Ven Reserve Ros (d) 7-10 1279 1279 Ven Roserve Ros (d) Deli-10 (2023 1279 1279 1279 1279 1279 1279 1279 Ven Ven Roserve Ros (d) Deli-10 (2023 1279 1279 1279 1279 1279 1279 1279 1279 1279 Ven	3C Global Fund-GICAY 1 45794 Stringer Simpager Acade Menganet Life Suppager & Acade Menganet Co. Life Suppager & Acade Menganet Co. Life Suppager & Acade Menganet Life Suppager &	Intermarket Finet 14991 14991 14991 150 15
Gartmore Food Managers (IOM) intline:	Prince New York Delt 10 10 10 10 10 10 10 1	Laurvest Lett Fds-Global P'folio FCP (a) CDC International RAV Bay 15	Jardine Fleming Inv Ment Ltd
11.26	Alpha UK	Lieyds Bank Lexembourg Lieyds Lie	JF Aspent Treated
Intl State Gords	Bear Figure	Mediterranean Fund (SICAV) (g) RAV May 14	### For Enters Wints To
Managed Carrows, C33 33 23 57		Merriii Lynch Asset Mantagement 51.00 40944 Dolar Asset Pridio 51.00 40944 Merriii Lynch Meditaribani Im Pieller Claim Ger M 6 manght Meridiant 51.75 18.82 47425 Asst Dollar P Indio B ASI3.86 47425 4742	JF Rome Tat
12112781 100 100 101 177 0241 - 70000 4	Derichemark Recover DMILL 543 S. 9.1 148/792 Ebball Perdiylle Global Brown S. 1 5777 1.6781 5.46 4227 11. Rec Aldringert, L1,118 Lasersperry 977,-357,6400 Global Recovery S. 1 0.00 -42774 4227	Destablish 199 94 10.65 - 44491 Destablish 199 94 10.65 - 44491 Destablish 199 101	Figure Add A
JERSEY (SIB RECOGNISED) Proper Markets. (2,883) 2537 - 4546. Proper Markets. (2,881) 1001 - 4546. IN Growth. (1,981) 1001 - 4546. IN Growth. (1,981) 1001 - 4546. New Carper Price Price Price Crys. (1,981) 1001 - 4546. Rame Carper Price Price Price Crys. (1,981) 1001 - 4546. See Carper Price Price Price Crys. (1,981) 1001 - 4546. See Carper Price Price Price Crys. (1,981) 1001 - 4546. See Carper Price Price Price Crys. (1,981) 1001 - 4546.	Eagle Star — Glebal Assets Fund (a) Templetes Global Strategy SECAV 5 Res Addrieges (-1118 Uncomberd 2) Doubran Royal (-1,793) Lucemberd 10 182 (1)144 December (2,804 64) UP Eague (10,824 (1)144) December (1,793) Lucember	##T-COLOR LAND 1 91/74 - 45/83\ Suledin Aniolog 1997 Ab 717 - 14/355	######################################
AIB Fund Managers (CT) Ltd Gold Pres Mits. 32,762 3,365, 45466 PD Box 468 St Heller Jersy G534 36633 Normandia Int Dir 1. 351,79 3,365, 45466 String Correscy For Ltd 16 71,79 - 44485 US Firensial Int S 50,70 2,776 2,776 4,4465 String Correscy For Ltd 16 71,79 - 44485 US Firensial Int S 50,70 2,776 4,4465 String Correscy For Ltd 16 71,79 - 44485 US Firensial Int S 50,70 2,776 4,4465 String Correscy For Ltd 16 71,79 - 44485 US Firensial Int S 50,70 4,10 18 000 4,11 4,6470 18 18 18 18 18 18 18 18 18 18 18 18 18	Pacific Basin Equity . 6- 1.231 1.308 4.00 47798 American 5- 10.54 - (#.725	US Februl Sets (III 8 SDU 98 49990	JF Global Geor Ts \$11 20 11 86 -65747 The That Hand Found 17 10 10 10 10 10 10 10 10 10 10 10 10 10
Barclays International Funds "Weeth Dealing, rForteighth Ding, **Monthly Ding.	European Egalaty	Cess 5 99.21 - 42140 DWS Deartsche Ges. F. Wertspellersp. Centrylitik Searchian Particula bu	IF Managed Corresco. 10 000 10,599 10
Accounting En sted . 5 \(\) (00.907 \) 0.970 \(0.970 \) 2.5 \(\) 4973 Acchor \(\) (10.20 \) (10.71 \(\) 49030 \(\) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \) (10.40 \) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \) (10.40 \) (10.40 \) (10.40 \) (10.40 \) (10.40 \) (10.40 \(\) (10.40 \	Starting touheatent	Cass A. 510.34 -42157 Backan Investment Trust Co Ltd Scot Resident Portfolio 510.46 -42159 Scot Resident Portfolio 510.10 -43670 Scot Resident Re	Filterry Mile SFr. SFr. DO 75 48250 Thereton Investment Management Life 17 1800 18
PO Box 983, St Hetter, Jersey Cl. int., Bond (Daily)	Freed Nat Egetty FFr- 87 92 88 82 46295 Tymdall Global Fourt SICAV German Nat Egetty Detail Nat Egetty 16 47 16 65 46176 Tymdall Global Fourt SICAV Detail Nat Egetty 16 11 1251 1377 474 671 671 671 671 671 671 671 671 671 671	Morgan Stanley Sicav	Plas Resirel R
10,0534 74669 (Dealmo) 0534 75639 (Hepline) MRL Westminister Jersey Fil. Mgrs. 1.20 Factualite 0534 79600 Telev. 4192136 Stering Incomet. 2 49 4 52 10.50 45546 Capital Reme International Growth Feeds List 6 UK Entity Fil (2) .203.9 217.0 3.60 45547 William Westminister Westminister Jersey Fil. Mgrs. 1.20 1.050 45547 William Westminister Jersey Fil. Mgrs. 1.20 West	Spatish art Equity Full 1233 N 1267 N -44701 International Findle 1 - 124 1.32 to 39 4250 1.4702 International Findle 1 - 126 1.32 to 39 4250 1.4702 International Findle 1 - 126 1.33 to 39 4250 International Findle 1.4704 International Findle 1.470	European 6d into 13. Ecal020.755. - 46460 Den storske Baark Del Revise Book Del Del	#AAY May 17 Wee 23,627 47 IDR value USSS2,707 56 Profile on For Wee 183. Deal
Japanine 5 15 81 595 1.611 1 710 - 146312 resident Tristation Controls Floating Control Flo	Person 0.534 71.646	NM Income & Gwith Fd ANY 100 1 -145407 For Elder Seriesting are Project for Mark	Laenderhank 19940 5 19736 - 4880 1886 1895 1895 1896
herenateral Sout. 5-5 SLEGS 1833 1944 44817 Hortheate Unit Tst. Ringer. (Jessey) Ltd. US Dollar Bend5-5 SLEGS 1847 L447 1536 1546 1567	SEAN 5-8.24 0.30 (238) Second manual Pa 5-20-20 (100) 2-20	Nikko Bask (Luxamboorg) S.A. Gidal Ataha Strateg Fant-SEAN Pacific Adpa For S 5, 4 1 9 55 USTamore Admit For S 5, 4 1 9 55 USTamore Admit For S 5, 4 1 9 55 USTamore Admit For S 5, 4 1 9 55 USTamore Admit For S 5, 4 1 9 55 USTamore Admit For S 5, 4 1 9 55 USTamore Admit For S 5, 4 1 9 55 USTamore Admit For S 5, 4 1 9 55 USTamore Admit For S 5, 4 1 9 55 USTamore Admit For S 5, 4 1 9 55 USTamore Admit For S 5, 4 1 9 55 USTAMORE ADMIT FOR S 5, 4 1 9 55 USTAMORE	June 10 June 20 June
Suites Francis	Mulaysia	**Price as at May 14 Emiltage Berraye Fd	100 100
Garrimore Front Managers International Lid NAV Mar 40	Corporation	Negative Design Strate S	Landon & Bishenspark International NV TAN REP 20. — 1 S.1050.09 44950 Landon Particulo Services and Services
European Front DN 5 456 -4875 interferent Bood (et) 151,036 1 048 10 44 45740 4 Eastern European DN 4,459 -48548 (Prios on May 9, Next dealing May 15, AND Pacific 6 5 210 -48569 p	FF Acceptable From 5- 17 23 18 32 - 4888 Dailing 010 352 474812220 Fax: 23053	Notifica Prodential Global Perticula Except 1972 MAY	Magazzen Fund Mogent (Bermuda) Ltd Pacit Gold 32 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2
Entrement in control Ford S - 2-6-3 D 2015010 Stering Funds Ltd S - 2-6-3 D 2015010 Stering S - 34-6-1675 Hong S - 34-6-1675 S - 10-6-6 B 24-6072 USS - 34-6-1675 4 861-4676 F - 2-6-6 B 24-6-75 D - 2-6-6 B 2	FF Chibat Conv. 5-11.30 12.02 -44621 Hoors Korn Equity 5-13.06 13.75 -45900 FF Intl Eq	Normava Rosenberg Alpha Fund Mark, II Perfolio A May	Malaysia Capital Field Ltd Dollar Fd OPitis 23 65 1 62 4 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6
French Page 1984 FFF 10 10 9 8 20 10 10 10 10 10 10 10 10 10 10 10 10 10	S 15.67 16.84 - - - - - - - - - - - - -		Malaysian Senation Co's Fel (Cayenan) Ltd. Wardley Investment Services Life Services Could Lyoung Selection of Services Could Lyoung Selection Could Lyoung Selection Could Lyoung Selection Could Select Services Could Select Select Services Could Select S
John Govett (Champel Islands) Ltd (1000)F 4015 1 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	April Apri	Portion 6: RAV \$10 41 47408 Finish International Unit 10 46 -14524 First Mexico Income Front 120 46 -14524	Max Interpolitions Patters Mill (Interpolition Patters Mill (Interpoliti
Delty Cash 3, 50 25 9 25 9 28 7 0 M7262 Scrimitar Worldwide Sefection Fd Ltd Emorras Bord 5 18726 12:71, 8 0 M7265 Scrimitar Worldwide Sefection Fd Ltd Government Boud . 55,00 25 10:25 10:29 7.5 47,025 Antigross	### 299 - 65973 ####################################	SCL/TECH SA SCIFECH RAY	MRECOLID-A-6785 \$12.65 4-7787 \$10.47 \$
For East Emailty 19th 201 (09 1 1 19 2 1 1 19 2 1 1 19 2 2 2 2 2 2 2	Security	Skamilfond Frankfurt Trust Investment Griph 49023 Skamilfonds Emirika, Basken Frankfurt Trust Investment Griph 49023 Frankfurt Trust Investment Griph 40023 Frankfurt Trust Trust	BEGS Facility List
Hill Samuel Fund Mgrs (Jsy) Ltd (1000F Workinste Income 97.60 10 14 43788 5 PD Box 63, Band Street, St. Helier, Jerky 9534 16629 Workinste Worket, 55, 26 662 43789 5 Step First But, 30 5 pt 133 2 133 2 129 87 9525 Workinste Worket, 158 97 9 881 47787 5	magean Board	Equity Gold . 30 64 0 69 - 48605 The Fricks Prestige Fund Equity Japan Acc	US Cost Become
Gold Curity Ford 5% \$14.43 14.51 15.22 0.30 FS36 European Equity 5% Elimin 15% Elimin 15	S	Gold Conf.	Micro-Carriedo Sarriedo Sarrie
Shoula Manager 54 613 13 13 14 614 25 75356 SAG Income Fund 1825 80 7ell 8-421 45792 1	100 32 110 110 110 110 110 110 110 110 110 11	Emelida bril SiGNV	





CURRENCIES, MONEY AND CAPITAL MARKETS **MONEY MARKETS** No general cut yet EQUITIES POLITICS AND inflation dominated the foreign exchanges last week, until the dollar received a late boost from technicalities involved in the Swedish krona's linkage to spanish move, possibly not the swedish krona's linkage to spanish move, possibly not the swedish krona's linkage to spanish move, possibly not approach the swedish krona's linkage to spanish move, possibly not approach the swedish krona's linkage to spanish move, possibly not approach the swedish krona's linkage to spanish move, possibly not approach to spanish the lowest placed from the the lowest plac immediately follow the Spanish move, possibly not wishing to unsettle the

the Swedish krona's linkage to the European currency unit: markets as a new French
prime minister was appointed.
Pressure from Spain's
European partners was
believed to be the main reason
for an easing of credit policy,
but the peseta's reaction
indicates that further easing is
required to allow France room

UK clearing beak base leading rate 12 per cent trem April 12, 1991

There is not much US economic news this week and the spotlight is likely to stay on members of the European exchange rate mechanism.

A cut of % point to 12% percent in the Bank of Spain's money market intervention rate, the main instrument of monetary policy, led to speculation that the Bank of England might follow suit, but there is reason to suggest that a general lowering of rates will have to wait a little longer.

There is not much US required to allow France room to required to allow France room to trates.

Recent reverses for the ruling UK Conservative party suggest that lower bank base rates may be needed to restore the governments flagging fortunes, but Friday's inflation news did not encourage such hopes.

As expected the headline year-on-year rate fell sharply, to 6.4 from 8.2 per cent in Private less the underlying rate, stripping out mortgage payments and local to sage from 7.3 per second in the longer.

general lowering of rates will have to wait a little longer.

Following the rate cut the pessets weakened temporarily, but at the end of the week the Special Security Securit Spanish currency was moving lower rates.

-		May.17	Claps		Previous Clase	- May 17	8 M
•		f. Spot	7.00-6.9	iopea. Copea Copea	500-1.7510 1.87-0.85pm 2.31-2.25pm 1.96-6.85pm	Sterling	91 66 105 108
•	the state of the s	•	RLING		٠.	Belgias Franc Danish Kroee D-Mark Sels Franc Desch Selfier French Franc	108 110 108 114 112 112 112
Services	er en la grande de la companya de l La companya de la companya de	8.30 am 9.00 am 10.00 am 11.00 am Koon 1.00 pm - 2.00 pm 4.00 pm		92.0 92.0 91.9 91.9 92.1 92.0 91.9 91.9	922 922 920 920 921 921 921 921	Norgan Spara 1980-1982-100. Ba Astrope 1985-1008. COTHER CU	ek of Take a

CURRENCY MOVEMENTS

2.00 pm 3.00 pm		919	影	OIRE	K COM	
4.00 pm		91.8	92.2	May 17	. 4	
CUR	REN	CY RA	TES	res ,	17051.5 - 17066 2.2200 - 2.222 474.80 - 475.9 7.0045 - 7.028 320.95 - 327.3 13.5755 - 13.59 116.00°	0 1,2770 0 274,30 0 3,9975 5 184,30 30 7,7865
May 17	Bank # rate %	Special * Granding (Oglets	Exception † Carrency Unit	Korea(Sth) Korealt Lucerobourg Statuscia	1257.85 - 1278. B/A 60.20 - 69.30 4.7945 - 4.983	35.05
erling S Dollar sadlan \$ etglan Franc	6.00 9.22 7	0.773807 1.35068 1.55166 16.11082 47.1185	0.690351 1.20796 1.38952 14.4798 42.3300	Mexico	5170_50 - 5193. 2.9365 - 2.941 6.5430 - 6.557 3.0780 - 3.085 4.8490 - 4.861	1,6895 1,7490 1,7700 2,7900
eeth Krose Mark Ach Guilder each Franc	3 2	10/A 2.29035 2.27251 7.26709	7.86263 2.05776 2.31832 6.98061	S.Af (Fa) Talwan U.A.E • Settling rate	5,5610 - 5,756 47,46 - 47,75 6,3290 - 6,362	27.30
alian Lira spanese Yen orany Krone _		1703.98 185.313 8.92529	1532.40 164.356 8.01328		ENCHANCE NAT	ES:
wakh Peseta , sedish Kronz . siss Franc , , , , ,	10,00	1/11,705 8,22497 1,94025	127,438 7,36729 1,74430	Spot 1.7165		th. 6-mth. 130 1.6740
eek Oracis lab Pwat	19	R/A H/A	225,104 0.768668	INN-STERLI	1 104 St 200	
Bank rate ref ese are not qu	es to cen	rai best dho he UK, Spale	sort sates. and instant.	Jan ·	Clese H 1.7628 1.73 1.6816 1.71	

••	Honery Krees Speeks Pestiz	8	8,9252	. T .	01326		T PER	-		E MILES		
	Sweetlich Kronz "	10.00	1/11,70 8,2249	5 J 13	07.636 36729 74430	,	Spot J/165		1-50 1.7079	3-mit. 1,6930	6-mm. 1.6740	12-ed 1646
	Swiss France Greek Drack Irlsb Past	6.00 19	1.9402 N/A N/A	12	74690 5.104 88668	_	VIN-STE				-	
	A Bank sate ork	5 to co	tol best	(Document)	railes.	 ,	100		Cless 1.7028 1.6816	뿛	Low 1.5996 1.6788	Pro 1.742 1.721
	These are not on t Enropean Comm All SDR rates	nision (are for (alculation day,16	S.					1.6646	1.7180	1.6600	1.721 1.704
-	CHICAGO		٠.			. :	· · ·					•
1 7.	O.S. TREASURY \$100,000 32mb				. :		APARES 12.5m \$					٠.
		Clear	地	Low	Pres.	-			(109e 0.7222	High 0.7258	0.7199	0,726
	Jeer Sep Dec	95-18 94-24	322.	77 18 10 18	94-05				0.7197	0.720	0.7372	0.72 0.72
	Dec Mar Jun	94-01 93-13	95-25 94-31 94-96 93-17	94-12 93-18 92-26 92-10	94-30 94-05 93-14 92-26	i	i.		0.7181 0.7179	0.7100	0.7180 0.7200	0.72
	Sea ·	91-29	91.29	90-25	91-10	,	EETSCH	F WA	NY 7554	<u></u>		_
रुवाध न	Mar				. 72-25		1,25,0					
	Jon . Seo	92-28 92-12	35-59	91-25	· · · · <u>-</u>			-	0.5746	0.5866 0.5840	0,5720	0 595
	Dec	•	. •	-	٠.		20		0.5704	0.5840	0.5680	0.585 0.584 0.580
Pa- 1			<u>. </u>				lec far		0.5664 0.5641	0.5700 0.5757	0.5650 0.5655	0.577
	U.S. TREASURY Size points of 1				٠.			-		:-:	· · · · · · ·	
	Jen .	(C)(1)	H100	64 21 PM	Prev. 94.55	- }		MIN of	100% 100%	LLAR O		
	See	94.45	94.48	94.42 94.02	71.17	-			Class	High 93.89	Low	Proj
	Mar	91.04 93.86	94.06 93.87	FLUZ	94,06 93,86	. 5			9567	93.67	93.62	87
1.016	700	93.48	• -		93.48	. [93.19 92.97	93.20 92.97	95.15 92.92	93.2 92.9
						i			魁	92 54	92.49 92.12	851 851
A 1985	•		÷. ,				ep ec		盌	· 第7	祝报	92.1
				-					91.79	91.79	91.76	91.8
معي	SWESS FRANC O SF: 125,000 \$ p	HAMA) Her SSF1				· 5	TANDAN SSS time		400 5 5	O BISE		-
			High	Lee .	Pres.	٠	-,-		Close	High 374.60	Low	. Pre
-	Japa () Sep ()	6790 6752	0.6965 0.6900 0.6900	0.6785 0.6748	0.6947	ا ا	.		574.30 574.30	374.60 377.10	369.95 372.60	3728 375.4
المعلق الم	Dec 0	6725 15707		0.6725 0.6715	0.6909 0.6882 0.6864	Ö	Z.		76.90 77.60	379.80	375,50	378.1
	PHILABELPHIA S S31,250 femis p	E ES	PTENES					•			٠.	
				affs.						Pats		
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Strike Price 1.625	la ·	Jul		9	Sep	٠ .	-	1.5	d	Ams .	Sep
	1.625 1.650	8 16	8.29 6.28	. 6	19 · ·	545 845 543 543 543 543 543 543 543 543 543 5	. D.	38 79	0.4 1.6	7	. 84 2.65	\$250 3.36 4.47 5.75 7.29 8.95 10.82
	1.675	596 404	4.58	50	18 16.	椞	1.	85	25	1 ' '	1.94	4.47
	1.700 1.725	235 156 0.86 0.43	- 518	3.	ñ	3.08	ź	17 5	3.6 5.2	06	7 ·	7.29
	1,725 1,730 1,435	0.86 N 43	1.41 0.89	13		끊	5. 7.	72 79	8.8	9 1	114 104	8.95 10.82
	Provious dan's no	en let- f	HE 182 A		202 200					·		

Previous day's open INC Calls 382,429 Pots 282,298 (All corrected)
Previous day's returne: Calls 13,171 Pots 8,394 (All corrected)

en la companya de la

<u> </u>	•					
POUI	ND SPOT	- FORWAR	D AGAIN	ST '	THE POU	ND
May 17	Sey's	Clase	Gee manth	% p.e.	Timee nombs	% p.a.
السيسية كال	1.7145 - 1.7465 1.9760 - 2.0060	17160 - 17170 19775 - 19785	0.87-0.85cptt 0.47-0.40cpm	6.01 2.64	237-234pm 1.19-1.07pm	5.49 2.29
Hetherlands.	3,3370 - 3,3625 60,20 - 61,25	[3.3525 - 3.3625	7-1200 17-1200	2.68 2.89 1.98 1.89	2-11-per	2.25 2.25
Belgiuu	11.3125 - 11.3860 11.3125 - 11.3860	60.20 - 60.30 11.3500 - 11.3600	24-13-pm	198	41-29mm 5-34pm	選
Ireland	111036 - 11156	1,1105 - 1,1115	0.20-0.15mm	1.69	0.50-0.40mm	1.62
Germany	2,9600 - 2,9825 257,90 - 259,75	29775 - 29825 258.70 - 259.70	ių -Sypripes Glaidicam	277	12-14 pm 26-28 am	2.43 0.42
Stocks	183.25 - 184.30	183.65 - 183.95	20-25:48	218	77-884s	-2.86
ttaly	2203.00 - 2212.00	2206.00 - 2207.00	21 Irepon-par	n See I	3pm-par	0.27 1.36
France	11.5270 - 11.5925 10.0425 - 10.0975	11.5625 - 11.5925 10.0700 - 10.0000	24-1500m 24-20m	18	43,33 pm 54-54 pm	216
Service	10.6025 - 10.6660	10.6025 - 10.6125	1 ₄ -1 ₄ ereson	021	1 - 1 toreds	-0.54
Appril	257,25 - 240,10 20,83 - 20,94	237,25 - 238,25	Z-Lynn	捌	24-24,00	3.79
Seff and seff	25120 - 25775	20.91 - 20.94 2.5125 - 2.5225	5%-4%9090	纷	134-11450 2-1460	2.33 2.98
Eas	1.4395 - 1.4455	14415 - 14425	0.26-0.21cpm	196	0.67-0.60pm	176
Commercial o	eto taker koments th	e end of Loadon tradi	oo. Str-mooth ferw	ard dolla	r 4.28-4.23com . 1	2 Mooth
7.10-7,80pm			•			
DOLL	AR SPOT	- FORWAR	D AGAIN	IST	THE DOL	LAR
ilay 17	Day's spread	Close	Çaş month	NA.	Three months	% på.
UKT	17145 - 17465	1.7160 - 1.7170	0.87-0.85cm	6.01	2.37-2.34em	5,49
رفعناه ا	1.565 - 1.5730	15894-1586	0.60-0.55cpm	4.46	163-153m	4,09
Canada	11490 - 11515	11500 - 11510	031-035etts	34	0.82-0.8865	-2%

Commercia Forward p	<u> </u>	995 - 1.2	<u> 110 1</u>	.1895 - 1	1.1905	0.43-0	1.40cpus to the in	418 and ECI Initiani	1,09	-1.03pm -1.03pm ed in US	35 carrenc
	_	i	EXC	HAN	GE C	ROS	S R	ATE			
May.17	£	\$	DM	Yes	F Fr.	\$ Fr.	H FL	Line	CS	B Fr.	EČU
£	1	1.717	2.980	237.8	10.08	2.518	3,358	2207	1978	60.25	1.44
S	0.582	1	1.736	138.5	5.871	1.467	1,956	1285	1.152	35.09	0,84
DIK	0.336	0.576	1	79.80	3.383	0.845	1,127	740.6	0.664	20,22	0.48
YEN	4,205	7.220	12.53	1000.	42.39	10.59	14.12	9281	8.318	253.4	6.06
F Fr.	0.992	1.703	2,956	235.9	10.	2,498	3,331	2189	1.962	59.77	1.43
S Fr.	0.397	0.682	1.183	94,44	4.003	1	1.334	876.5	0.786	23.93	0.57
		0.511					1			17.94	
Lita	0.453	0.778	1.350	107.7	4.567	1.141	1.522			27.30	
		0.868							1	30.46	
		2.850							3.283	100.	
					6.990						7

	URO-CL Stort	7 Days	Gee	Three	6.	One
May 17	ीताम विकास	notice	Morth	Months	Months	Year
rfleg Dollar Lollar Lol	12 - 13 - 15 - 15 - 15 - 15 - 15 - 15 - 15	115 - 115 - 55 - 55 - 55 - 55 - 55 - 55	15580 340 1 8755 2588 340 1 875 2588 340 1 875	11	114 - 64 - 84 - 84 - 84 - 84 - 94 -	114 - 11 63 - 6 63 - 7 64 - 7 64 - 11 64 - 11 64 - 6
g terse Eurodolla rs 8½-6½ per ces	rs: two years 73 Leondool, Shor	g-7% per cent; Literal celebrary	three years 713- call for US Onl	-7% per cent; in lars and Jacobs	our years 82-8; se Yest others, to	, per cest; f eo deus' anti

(11.00 a.m., May.17) 3 months US dollars

6 months US Dollars

MONEY RATES											
NEW YORK Treasury Bills and Bonds											
(4pm)		ber papath			764						
Type month											
May.17	Overalght	Dite Month	Two Months	Three Months	Six Mouths	Lomberé intervention					
Frankfurl	8.60-8.70 91-93 74-84 8.88-9.90 74-75 103-11 8.87-9.00 103-109	8.758.90 9.91 71-84 8.97-9.05 78-72 115-117 88-81 105-104	8.85-9.00 9-91 101-101	8.90-9.05 9-92 8-83 9.00-9.08 78-78 113-113 91-93 104-104	9.00-9.15 91-94 104-104	9.00 9.25 - - - - -					

L	ONDO	N MC	NEY	RATE	S	 _
May 17	Overnight	7 days notice	One Month	Three Months	Six Months	Aem. Ons
Interbank Offer Interbank Bid Sterling COt Local Anthority Deps Local Anthority Deps Local Anthority Deps Sterling Cot Company Deposits Firmance House Deposits Firmance House Deposits Bank Billis (Bay) Bank Billis (Bay) Bollar COs SOR Listed Oep. Offer SDR Listed Dep. Offer ECU Listed Dep. Bid ECU Listed Dep. Bid ECU Listed Dep. Bid	125 10 1212 1244 -	121, 121, 121, 121, 121, 121, 121, 121,	12 - 12 12 12 1 - 5 7 7 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	12111 1111111 - 88111	11111 - 11199 - 12179 - 12199	11.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1
Treasury Bills (sell); one cent; Back Bills (sell); one cent; Back Bills (sell); de day April 30 ,1991. Apr 1, 2, Schester II & III: 1 Schesse IV&V: 12.024 p days fined. Flasace Hose stren days notice 4 per chekt under one month 80 pt ct April 15,1991. Deposit	reed rates fo 3.32 p.c. Re x.c. Local Au sses Base Rat pent. Certific per pent: oc	er period Ma eference rate otherity and te 12½ from cates of Tax on-three mor	y 26,1991 t for period Finance Ho a May 1 , 19 Deposit Cse with 11 per c	March 29,19 March 29,19 March Seven di 1991: Bank D Pries (i); Dep Pent: Unree-si	1991, Sche 991 to April ags' notice, e eposit Rates osit £100,0 by mostby 10	me I; 13.07 30 , 1991, others seven for sams at 00 and over

FT-A	CTUARIE	S WORLD	INDICES

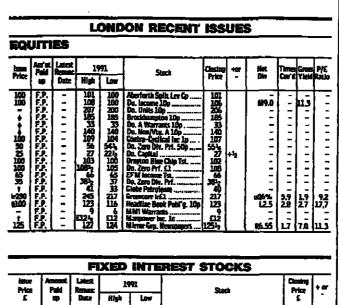
Jointly compiled by The Financial Times Limited, Goldman, Sachs & Co., and County NatWest/Wood Mackenzie in conjunction with the Institute of Actuaries and the Faculty of Actuaries

NATIONAL AND REGIONAL MARKETS	· ·	· · · ·	PI	DAY M	AY 17 19	91		٠		THURSE	AY MAY	16 1991	<u>·</u>	DOL	LAR ME	EX
Figures in parentheses show number of lines of stock	US Dollar Index	% chg (5) since 31/12/90	Pount Sterling Index	Yes index	DM Index	Local Currency Index	Local % chg from 31/12/90	Gross Div. Yield	US Dollar Index	Pound Sterling Index	Yen Index	DM: Index	Local Currency ladax	1991 High	1991 Low	Year ago (approx)
Australia (72)	145.21	+23.0	125,42	127.08	131.06	123.38	+21.2	5.39	146.46	124.44	127.35	129.22	124.25	147.30	112.74	131.8
Austria (19)	200.66	+20	173.32	175,62	181.11	. 177 .99 .	+16.4	1.48	203.76	173.12	177.17	179.78	178.98	222.37	167.00	248.6
Belgium (60)	138.47	+4.7	119,60	121,18	124.97	119,88	+18.8	4.94	. 139.23	118.29	121,05	122,84	119.66	151.20	121.73	152.7
Canada (117)	136,79	+5,2	118.15	119.71	123.45	113.98	+4.3	3.51	137.11	116.49	119,21	120.98	114.08	141.10	126,49	136.0
Denmark (31)	237,44	+21	205.08	207.80	214.30	. 213.62	+ 16.9	1.57	241.84	205.47	.210,28	213.37	212.98	270.58	217.74	254.0
Finland (21)	113,42	+ 10.0	97.96	99,26	102.36	95,18	+21.3	255	114.47	97.26	99.54	101.00	. 96.07	125.15	90.61	141.5
France (111)	136.18	+3.4	117,83	119,18	122.90	125,40	+ 19.3	3.40	138.71	117.85	120.60	122.37	125.28	152.26	121.85	167.6
Germany (88)	108,85	-29	93.84	. 95.10	98.08	98.08	+12,7	2,27	110.63	93.99	98.20	97,60	97.60	125.35	102.43	133.6
tong Kong (47)	160.14	+31.5	138.32	140,15	. 144,54	. 160.11	+31.3	4.27	159.15	135.22	138.38	140,42	159.12	160.14	119,62	121.4
reland (17)	152.94	+3.0 ·	132.10	133.65	138.04		+184	4.03	156.20	132,71	135.82	137.81	139.39	182.46	132.88	183.8
taly (91)	75.98	3.0	· 85.62	88.4 9	68.57	72.94	+10.6	3.25	77.26	65.64	67.17	58.16	72.79	88.23	72.05	106.1
lapan (452)	137.36	+10.1 -	118,64	120.21	123.99	120.21	+124	0,71	137.91	117.17	. 119.91	121.69	119.91	146.97	118.35	161.1
Malaysia (33)	228,71	+7.8	197.54	200.15	208.41	242.82	+10.0	3.12	227.52	198.56	198 .07	200,99	241.37	247.78	192.83	225.2
Mexico (12)	968.19	+65,7	838,25	847,33		3164.50	+67.7	0.40	976.69	829.82	849.21		3195.04	995,27	534,45	501.6
Netherland (40)	134.96	.+0.8	118.57	118.11	121,81		+16.8	4.32	139.92	118.88	121.66	123,45	122.20	145.73	125,70	141.0
New Zealand (14)	52.60	+21.2	45.43	48_03	47.47	47.19	+20.3	7.45	52.14	44.30	45.34	46.00	46.78	54.64	41.18	63,9
Vorway (30)	200.81	-1.7	173,45	175.75	181.25	183.98	+129	1.64	205.53	174.63	178.71	181,34	183,98	223.24	182.24	242.8
Singapore (25)	199:63	+25.3	172.43	174.71	180.17	162.88	+27.8	2.06	200.15	170.05	174,03	176.50	162.71	208.25	151.63	203.1
South Africa (60)	211.43	+ 15.6	182.62	185.03	190.82	151.04	+10.9	3.74	212.78	180.78	. 185.00	187.72	151.25	212.78	173.00	190.7
Spain (41)	159.52	+13.7	137.78	139.61	143.97	129.43	+27.4	4.37	164.26	139,55	142.82	144.92	130,78	171.12	131.51	163.3
weden (27)	177.31	+11.2	153.15	155,18	160.04	.162.22	+22.2	2.70	178.45	151.62	155,16	157.45	160.75	204.12	146.60	202,6
witzerland (66)	92.05	+3.5	79.51	80.57	88.69	83,72	+ 19.1	2.33	93.62	79.54	81.40	82,60	83.60	100.67	82_17	101.3
	169.12	+21	146.07	147.99	152.62	146.07	+14.8	4.92	173.16	147.12	150.54	152.76	147.12	187.44	156.27	154.8
	150.78	+13.1	130.23	131.96	136.09	150.78	+13.1	3.25	150.68	128,02	131.02	132.95	150.68	158.24	125.95	143.2
urope (936)	136.94	+1.8	118.28	119.64	123.60	120.94	+15.9	3.90	139.90	118.86	121.64	123.43	121,32	.151.52	125,50	148.1
	176.91		152.80	154.83	159.67	154.38	+18.5	2.09	179.33	152.37	155.93	158.22	153.66	200.81	155.55	200.1
acific Basin (643)	188.05	+11.2	119.24	120.83	124.61	121.23	+13.3	1.05	138.58	117.74	120.50	122 27	120.95	145.92	117.86	149.3
uro - Pacific (1579)	137.93		119.14	120.71	124.48	121.98	+ 14.4	2.22	139,47	118.49	121.25	123.04	121.97	147.66	121.29	148.4
			129.41	131.14	.135.25	148.30	+126	3.26	149.78	127.24	130.23	132.15	148.22	157.04	125,91	142.7
	117.34	+16	101.35	10271	105.92	106.20	+16.7	3.13	119.67	101.88	104.07	105.61	108.22	129.80	108.85	138.9
	145.14		125.36	127.04	131.01	129.06	+24.6	4.72	145.39	123.53	126.43	128.29	129.13	145.39	111.40	127.5
	139.11	+7.4	120.15	121.75	125.55		+14.1	2.28	140.60	119.46	122.26	124.05	122.70	148.16	122.32	148.8
	139.36	+ 10.3	120.37	121.97			+13.7	2.35	139.99	118.94	121.73	123.53	129.80	145.77	120.08	144.7
Vorld Ex. Sc. At. (2281)	141.57	+93	122.28	123.91	127.78	131.39	113.8	282	142.51	121:08	123.92	125.74	131.36	148.66	122.92	145.3
Vorid Ex. Japan (1839)	145.80		125.98	127.61	131.61	137.51	+14.5	3.58	148.98	124.88	127.79	129.88	137.64	152.83	126.69	144.1
		, ,	122.64		128.16		+ 13.8	2.63	142.93	121.44	124.28	126.12	131,51	149.01	123.28	145.5
ne World Index (2291)	171	+8.4	124.04	1272/	144.19	10100		00	170.00	161/77	12720	,ieu. 16	14.51	170.01	سيد	

Base values: Dec 31; 1986 = 100; Finland: Dec 31, 1987 = 115.037 (US.\$ Index), 90.791 (Pound Sterling) and 94.94 (Local); Nordic: Dec 30, 1988 = 139.85 (US.\$ Index), 114.45 (Pound Sterling) and 129.22 (Local).

Copyright, The Financial Times Limited, Goldman, Secis & Co. and County NatiWest Securities Limited, 1987.

The following constituent changes took place toring the week ending 17/5/91: Additions: Femsa B (Mexico) and Sandoz (Reg.) (Switzerland). Deletions: Adelaide Steumship (Australia), Femsa (Mexico), David Jones (Australia), Manpower (U.K.), Nouvelles Galeries (France) and Square D (U.S.). Name change: Greyhound Dial Corp. to Dial Corp. Arz. (U.S.). Norwegian market closed May 17.

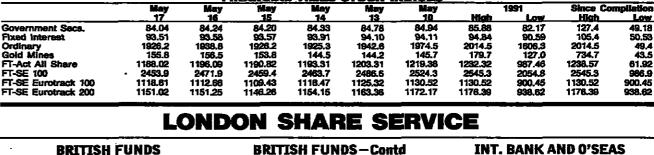


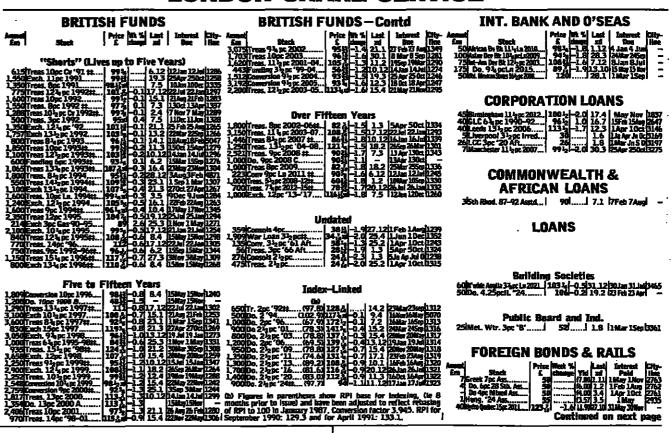
-	"		nig-		1	1 *	•
100s 100 180s 180s 100 4100s 100	F.P. F.P. F.P. F.P. All F.P.		107) 460 1034 1059 1034 81,000 1031 ₂	107p 423p 991 80p 984 4ppm 99	Bruckhampton N/V 91-pc Rg Pyl 1996 EL GCournark for C. Red. Pyl. Hazman 91-pc Cv. Bd. Pyl. Lillestad 9pc Cv. Rd. Pyl. EL Mick Caphal 91-pc Cw. Bd. 2006 Storph Esta 81-p Ulet) Cw. Rd. Pyl. Tarvanc 91-pc Cw. Cap. 8ds. 2006	994 1059 1012	-112
			R	GHT:	S OFFERS		
issue Price p	Amount Paid up	Latest Resurc Date	19 High	Fom ,	Stack	Clesing Price p	+ ar
cover lased rate, cover to 1990-91. H dividend, covertimates for Forecast, au figures, 4 0	ga divident rased on pro- rer and ph r 1991-42 roulised di ffered to h	d on full c erious year and yield it based on . It Divide ividesal, co piders of o	apital. 9 A 's earslegs lased on polatest, aster and and yield wer and pip response states	prospectas stanced effor . F Dividence respectas on sal earnings id based on e ratio base arts as a "r	SARIIed Letsers Sp. B&A Group B&A Group Bant (Whal Stip Bant of Scotland Bholy UP Stip Lloyde Chemists Sp. McAlpine Malfred Pressac Sp. Sanderson hierary Stip Sanderson hierary Sanderson Sanderson	icial estima icial estima iciated acce iciated acce iciated acceptance iciated acceptance	vidend tes for sallyed official ross. R Forma Lioe. #

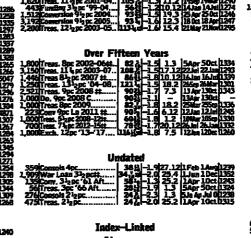
						£2.500-£9.999
BANK OF	ENGL	AND TI	REASURY BIL	L TEN	DER	Benchmark Bank PLC Premie
	May.	7 May.10	1	May 1	7 May 10	86 Newman Street, W1P 3LD 62.500-610,000 10.50 7.6 610,001-620,000 10.75 8.0
Billis on effer	£200		Top accepted rate of discount Autrage rate of discount	10.8698	*10.8698%	8 & C Merckant Bank PLC P
Total of applications Total allocated	<u>£500</u>	R £500m	Average yield	111439	%10.8557% %11.1579%	19 Meteorih Stevel Landon SW1X St F
Michaele accepted bid Alforment at michaele leve	97.2 37%	90 £98.085	Amount ou offer at next lend Missionan accepted bid 182 d	F \$300m Sps. 294.78	1 500m 0 197,290	(2.500-09.999
WEEKLY C	HANG	E IN W	ORLD INTER	EST RA	ITES	Brown Shipley & Co Ltd Founder Court, Lethbery, London EC2
	May.17	change	<u> </u>	147,17	change	Prof Demand Arc 10.375 7.7
LÓNDÓN Baserates	12	Sack'd	NEW YORK Prime rates	81 <u>5</u> 514	-72	Caledonian Bank Pic
7 day Interbank	III I	-14	Federal Fueds	51	±4 <u>.</u>	8 St. Andrew Square, Edinburgh EHZ 2P HICA
3-month Interbed	10.8627	Uacif d -0.1185	3 Meth. Treasury Bills 6 Meth. Treasury Bills	5.55 5.83 5.98	-0.06 -0.20 +0.03	Cater Allen Ltd
Band 1 Bills	盟	Unch'd	3 Math. CD	5.98	+0.03	25 Birchin Lane, London EC3V 9DJ
Sand 2 Bills		Uach's	FRANKFURT		l	HeCA
Band 3 Bills	1 : 1	:	Louberd	9.00	Unch'd	TESSA111.75
3 Mith, Treasury Bill	10g	-4	Case ontin, interferent	6.825 8.975	-0.050 -0.050	Charterboose Bank Limited 1 Patersoster Row, ECAM 70H.
1 Mark Blifs	115	1	PARIS	L 277		1 C2 CAR_C10 000 110 TK RO
3 Mtb. Bank Bills	108	+4	PAKIS Interrestion Rate	. au.	Uoch'd	E20,000-E49,999 11 00 8.2
TOKYO One mostir Bills	l 1	_,	One onth, interbank	914 914 914	1	C100 000.
Three month Bills	78	3	Three month	9.5] - <u>F</u>	\$1,00,000+
BRIESSELS	°°		MILAN		j	\$100,000-\$199,999, J5.25 3.9
One month	뫮	Unch'd	One growth	號	- 2	\$200,000+
Three month	94	tinch'd	Three made	114	-&	phoes ext. 2168
ANSTERDAM	ì l		DABITM		l	Citibank Savings
One separth	9,010	+0.135 +0.032	One mosth	10H 10Å	Unch'd Unch'd	St Marties Hise Hammersmith Grove Wil Money Market Plan
Tere south	4.040	74312	INC.	200	"""	62 006-624 999 130.50 · 8.0
			•.		•	1 525,000 111.00 8.5
			EIN.	ANCIA	TIME	S STOCK INDICES
						2 41 ANY INDIANA

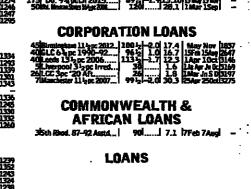


MONEY MARKET FUNDS









Building Societies 60k wite Applia 33pc (±2021 | 103 ½ | -0.5|31, 12|30 Jan 31 1±3465 50kDo. 4.25pcil. "24........ 1961-0.2| 19.2 (2) Feb 23 Aprl -Public Board and Ind. 25 Met. Wtr. 3pt '8'......i 52 J......i 1.8 | 1 Mar 15ep 1361 FOREIGN BONDS & RAILS

(2), 140c "No-01113/20-0.14 15.4	1224 224 124 125 September 1770. 127	
CDOWNIC	DUCINECC	
GKUWUIG	BUSINESS	

The FT proposes to publish this survey on JULY 9 1991.

The Financial Times unsurpassed reputation for producing topical authoritative editorial ensures that this survey will be an essential point of reference for those key decision makers involved in the growing business sector. If you want to reach this important audience, call Antony Carbonari on 071 873 3412 or fax 071 873 3064

FT SURVEYS

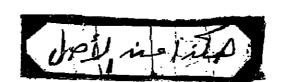


Santa Barbara Savings and Loan Association

U.S. \$100,000,000 **Collateralized Floating Rate Notes** due 1996

Notice is hereby given that the Rate of interest has been fixed at 6.125% p.a. and that the interest payable on the relevant Interest Payment Date, August 20. 1991, against Coupon No. 20 in respect of U.S.\$100,000 nominal of the Notes will be U.S.\$1,565.28. May 20, 1991, Landon By: Critibank, N.A., (CSSI Dept.), Agent Bank CITIBANCO

£200,000,000 MFC Finance No.1 PLC Mortgage Backed Floating Rate Notes Due October 2023					
In accordance with the notice is hereby given the	Terms	and (ew inte	Conditions of the erest rates and be	Notes.	
respect of the subject No Payment Date	OTES AITE Plate %	86 follo		Rate %	
Seden A. 1 May 10 Submit 1991	12.165 12.215		(Liby in 12.box 1991	12.845	
Series B 2 May 20 Glares 1991 Series C 3 May 10 7 June 1981	12 185	Street F	9 May to 13 June 1991 10 May to 14 June 1991	12.285 12.375	
By: Citibersk, N.A. (CSSI Dep May 20, 1991	L)	_	CITIB/	WO	



gary William Mills

ISTRIALS (Missel)

...

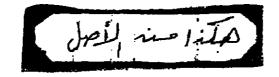
.:

٠:

•

. ,

Ł



LEIGHT FORTILL AND SHAPE SERVICE TOWNS AND SH For Latest Share Prices on any telephone ring direct-0838 43 + four digit code (listed below). Calls charged at 45p per minute peak and 34p off peak, inc VAT LONDON SHARE SERVICE WATER WATER WATER WATER WATER WATER The bear of place of place of the place o LEISURE INVESTMENT TRUST-Contd MINES - Contd **PLANTATIONS** Price Neck % Y'ld Last Dividends City-change Gr's xd Paid line # USM; not listed on Stock Exchange as subjected to same degree of regulation as it is not officially listed. # Price at time of suspension # Not comparable Cover allows for conversion of shares not a dividends or ranking only for restricted dividends or ranking only for restricted dividends at a future date. | No par value | Rep. | R **MINES** REGIONAL & IRISH STOCKS The following is a selection of Regional and Irish stocks, the latter being quoted in Irish currency. Eastern Rand | Logic | Columbia CAII Fattes RHM. Rask Org Ord. Raters. Red Intal Seart. Seart. TI. 158. Testa. Tison EMI. Trust Houses. Trick. Uniferer. Wellcome. Industrials p Allied-Lyons. 4 Amstrad . 4 Amstrad . 5 BAT . 6 BOC Grp. 31 BTR . 3 Barclays. 3 Berclays. 3 Borclays. 3 Borclays. 3 Borclays. 3 Borclays. 3 Borclays. 3 Borclays. 3 Charley Const. 1 Bort. Lelecom . 2 Boit. Lelecom . 2 Boit. Lelecom . 2 Cadhurys. 3 Charley Const. 1 Comm linion. 4 Countailds. 5 FK(FRFC . 2 FFKFC . 3 Gardiant . 4 GGC . 3 Gardiant . 3 Gard Far West Rand 24.284ywor 25c. 101 - 0.5 7.0 11.2 Mar Aug 1857 67.98uffels R1. 417 - 2.8 28.1 Mar Aug 2000 109.50esiaraai 20c. 11.0 12.8 27.12 Feb. Aug. 2330 24.0Doorntontei 25c. 64 16.5 - 6.79 - 2344 128.1 Deverantein 50c. 628 0.5 327.12 Aug. Feb. 1062 361.8 Hakburg R1. 48 18.8 - 187 Mar Sept 2432 13.9 Libertantein 50c. 529 4.9 till 12 Jan Jay 2841 13.9 Libertantein 50c. 514 3 5.4 11.2 Feb. Aug. 3104 13.9 Libertantein 50c. 514 3 5.4 41.12 Feb. Aug. 3104 13.9 Libertantein 50c. 514 3 5.4 41.12 Sept Mar 4066 69.9 Vaal Reefs 50c. 534 5.3 6.4 11.2 Mar Sept 4372 6.7 / Ventersport 25c. 534 5.3 6.4 11.2 Mar Sept 4372 60.7 Liwestern Areas R 95 5.6 - 187 - 476 62.5 Zandpan 10c. 48 3 11.2 Mar Sept. 4477 62.5 Zandpan 10c. 48 3 11.2 Mar Sept. 4477 62.5 Zandpan 10c. 48 3 11.3 3 4 11.2 Mar Sept. 4477 62.5 Zandpan 10c. 48 3 11.3 3 4 11.2 Mar Sept. 4477 62.5 Zandpan 10c. 48 3 11.3 3 4 11.2 Mar Sept. 4477 62.5 Zandpan 10c. 48 3 11.3 3 4 11.2 Mar Sept. 4477 Property Aviva Petim Brit Petroleum Brit Petroleum Brit Petroleum Garito Petin Gaelie Res Pressier Steil Tigskar Res Ultramar Mines Central African 3.59 Falcon 750c 18 - 10.87 - 2538 4.56 Wankle Col. 2\$1. 18 5.917.28.10 November 4424 2.72 William Son. 58 80 3.25.2 Apr 1/y 1,172 2.6400. PM 1s. 40 6.725.2 Jul Apr 2568 This service is available to companies whose shares are regularly traded to the United Klogdom for a fee of £2,150 a year for each security shows, subject to the Editor's discretion. Finance **FT Share Service** The following changes have been made to the FT Share Information Service: Additions: Sutcliffe Speakman (Section: Chemicals) Europe Energy (Industrials) Deletions: Saitama Bank (Banks) Touchstone (Electricals) Yale & Valor (Industrials) Hardanger Prop. (Property) Drayton Far East Warrants (Investment Trusts) Lone Star Inds. (Americans) Lone Star Inds. (Americans)

YORK STOCK EXCHANGE COMPOSITE PRICES 4:00 pm prices May 17 | Section | Sect Ch'ge

Prev.

1991

By Shock

Ch'ge

Prev.

1991

Ch'ge

1992

Ch'ge Chape Prov.
Chape Prov.
Chapte Chape

Chip

Chip 97 300 4, E 1000 High 36 64 15% 17 867 217 4 12 25 16% 0 20 6 887 16 14 20 8% Street

914 AARC COTP

1924 AAR COTP

1935 AAR COTP

1946 AAR COTP

1947 AL LIST

114 AS AR COTP

114 AS AR COTP

114 AS AR COTP

115 ASA AR COTP

115 ASA AR COTP

115 ASA AR COTP

116 ASA AR COTP

117 ACM GOTP

118 ACM GOTP

119 ASA AR COTP

119 ASA AR COTP

119 ASA AR COTP

110 AR COTP

111 ACM GOTP

111 ACM GOTP

112 ACM GOTP

113 ACM GOTP

114 ACM GOTP

115 ACM GOTP

115 ACM GOTP

116 ACM GOTP

117 ACM GOTP

118 ACM GOTP

119 ACM GOTP

110 AR COTP

110 AR COTP

110 AR COTP

111 AR COTP

111 AR COTP

112 AR COTP

113 AR COTP

114 AR COTP

115 AR COTP

115 AR COTP

116 AR COTP

117 AR COTP

118 AR COTP

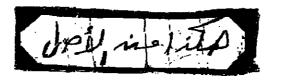
119 AR COTP

110 はないない 145 SLA Geer

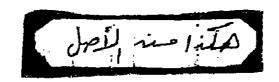
415 SLA Geer

415 STLO & E Br

125 STLO & E TORE OF CONTROL OF THE CONTROL OF TH SOL AS COME | 1.00 CONTROL | 1.00 CO 84 6876 Cricidi.45
18 8876 Crici ### 47s M A COM
224s M88h Inc.
255 M88h Inc.
256 M88h ## 15 CT | Part +4 441₄ 401₅ J River PF 451₂ 411₄ J River L 23 121₂ JWP Ino 11 77₅ Jackpot Gn 431₄ 231₄ Jacoba Eng 93₅ 65₅ Jakarra Gr 45₅ 2 Jamesway 135₇ 71₅ Japo Oto 447₅ 344₂ Jakarra Gr 42 855₆ Jay-CP-86Pf 253₆ 23 Jernsyd, 73 88 641₄ Jackson X 92 855₅ Jahrason X 95₆ 65₅ Jahrason X 36₅ 301₈ Joseph X جيا ۾ فيدورون بروء ۾ با جندي ئيد ي جونيون هڏنويونينين ٿ قرند 22 183 DFL Holdig
123 53 Deltes Sens
224 25 Denn Corp
225 164 Dennber Cor
225 164 Dennber Co
244 152 Dennber Co
244 152 Dennber Co
244 153 Dennber Co
245 154 Dennber Los
184 34 Dennber Los
185 34 Dennber Los
187 524 Dennber Los
187 525 Dennber Lo



MES MISSORY WAY



NASDAO NATIONAL IN THE PROPERTY OF THE PROPERT 33 NYSE COMPOSITE PRICES NASDAQ NATIONAL MARKET 4:00 pm prices May 17 High Low Stock Div. Yet, E 100a High Continued from previous page | Chee | Figs | Less | Right | Less | Chee | Figs | Less | Right | Less | Chee | Figs | Less | Right | Continued from provincing pages So and provincing Col., 2514, Xerox. 201₂ 2514, Xerox. 201₂ 2514 Xerox. 201₃ 141₃ Xra 194 x 245 141₄ Xra 194 x 11₂ 2 Zepth. 21₅ 2 Zepth. 21₅ 12 **AMEX COMPOSITE PRICES** A selection of soft to suit your busines appears every Saturday WEKEND FT. Order your copy today.

MONDAY INTERVIEW

Cloaked in the mantle of the past

Ion Iliescu, president of Romania, speaks to **Judy Dempsey**

he walls of the under-ground station in cen-tral Bucharest are still covered by the same graffiti they were a year ago when Ion Iliescu was elected president of

The slogan Jos Iliescu! Jos Comunismul! ("Down Hiescu! Down Communism!) used repeatedly to be scrubbed off, but scribblers soon daubed the walls again, as if permanently to taint the president's past and name. These days, nobody bothers to daub or to scrub. In London last month, Mr lliescu seemed energetic and enthusiastic - even relieved. It was one of his first visits to western Europe since the December 1989 revolution that toppled the dictator Nicolae

But in his homeland, the past hangs over Mr Iliescu. who was swept into power on May 20 1990 in the country's first free presidential and parliamentary elections for more

than four decades.

His critics say he refuses, and is unable, to discard the mantle of his communist past. His advisers, and the country's young ministers, are more sympathetic and publicly loyal. But even they are acutely aware of the heavy legacy the president has inherited.

"You should not have asked him about the miners," one minister said after the interview. "Iliescu cannot give any answer to those events. He relapses into using old commu-nist reflexes and jargon. He becomes defensive. He knows many people will only remem-ber him for those wretched

The "events" took place last June 13-15. In those three days, miners travelled to Bucharest, the capital, ransacked the headquarters of the opposition political parties and unleashed a wave of terror which shocked Romanians – and the international community.

For some extraordinary reason, lliescu thanked the miners lsomely. His speech was broadcast on Bucharest radio.

Dear miners," he began, "I thank you very much for everything you have done over these past days....you proved again that you are a powerful force with high civic and workers' discipline. You are a trusty people in good times, but mostly in bad. You proved again how important workers' solidarity is. We were faced with an attempted coup by a force of extreme rightist elements, a coup of an Iron-Guarasked, for Romanians to place

dist, and fascist character. This remarkable speech reveals much about Mr Ilies-cu's insensitive political antennae. The content belongs to the old regime - one steeped in xenophobia and paranoia. By June, the Romanian president had not yet broken away from the hollow rhetoric of the past. As a result, sympathy for the revolution almost evaporated. Mr Iliescu is now trying to

repair the damage.

Discussing the past upsets his good humour. He spreads his hands, swinging them back and forth as he makes his point. These gestures smother his mild manner, soft voice and smiling face. Old rhetoric takes over; he begins to speak

Those days in June were not normal. This political instability was a legacy of the totalitarian system. Order and security were breaking down. Citizens cannot be accused of this. I was not surprised that the miners came from the Jiu Valley. I was not happy; but I did not invite them.

An anonymous Romanian. who has been filming the interview, hardly moves. Riescu continues to explain:

"I would have been praised if I had been able to manipulate the miners. But they are tough; they cannot be easily manipu-lated. They were the first to oppose Ceausescu in 1977. The miners were concerned about the political situation. They wanted to restore order. You must understand that when order no longer existed, citizens themselves were obliged to make order.'

After the miners left the capital, Romania Libera, an inde-pendent daily, wrote an edito-rial headed *Miorita*. The title comes from a

The title comes from a Romanian epic poem which tells the story of three shepherds. Two of them plan to steal the sheep belonging to the third, but the third shepherd is warned by Miorita, his favourite sheep. However, instead of protecting himself, the shepherd allows the other two to kill him. He bows pas-

sively to his fate. Romania Libera's editorial asked if the instability and terror in Bucharest showed that Romanians were passively placing their young and fragile democracy in the hands of fate. It wondered if Romanians held a death wish for their democracy. If so, it would only fur-ther isolate them from Europe.



'Maybe democracy will help us over our fatalism'

their trust in democratic insti-tutions, instead of blindly sub-mitting to the country's tradiof fatalism and mysticism?

The Miorita - which I learned as a child — has an element of fatalism in it. But then, fatalism is a characteristic of the Romanian people. It protected us against adverse historical conditions. But maybe democracy will allow us to overcome the Miorita."

To achieve this new outlook, Riescu believes Europe and the US can help Romania strengthen its democracy and introduce economic reforms. Over the last six months, the

PERSONAL FILE

1930 Born, Olteanita, south of **Bucharest** 1965 Member of Communist party central committee. 1974-79 Candidate member of Political Executive Committee (roughly equiva-lent to politburo).

1984 Dropped from central 1989 Leader of National Salvation front which assumed power after Ceausescu overthrown.

1990 Elected president.

government, led by Mr Petre Roman, has drawn up a bat-tery of legislation aimed at paving the way for foreign investment and privatisation. It has already decentralised the economy so as to allow the establishment of private shops and businesses. It has scrapped a number of subsidies, and lib-

But Mr Iliescu, whose cautious attitude towards economic reforms has been shaped by his communist past, and whose views have often run contrary to the government's more radical policies, says the country needs credits to finance the reforms and time to introduce them. Mr Iliescu believes the strug-gle towards democracy will be long. "Romanian society is suf-

fering from suspicion. There is an evil. It comes from inside.

The main weakness of Roma-

nian society is that we have not yet managed to create a

coherent political environment capable of fulfilling the big tasks facing us. There is a

hatred among the political forces in the country."

how long the suspicion will

lems have not been resolved with the overthrow of the old

regime in December 1989. The

December revolution was part

of the east European process.

But in Romania, the process bad a more violent form. The

overthrowing of the former

regime was violent. That has left a mark on the subsequent

evolution of events. It will take

a long time to have normal political relations. Maybe two

He says he does not know

"These psychological prob-

"The reforms will have a negative effect on living stan-dards. Liberalising prices leads to higher prices. But external credits to finance these reforms are scarce. As a result. it will be difficult for us to normalise the situation."

Mr Iliescu believes a normal situation would mean, among other things, the US extending most-favoured-nation trading status to Romania. I have no intention of critic-

ising the US. But it must be remembered that it was the US which extended most-favourednation status to the Ceausescu regime back in the 1970s. And yet the US will not extend it to us. I ask you, why not? If western governments want to see democracy and economic reforms being established in Romania, then they should elp us. Stability in Romania is in their interests as well. But they still remain reluctant to help us. I do not understand

His advisers say that many western governments could not accept the National Salvation Front's great success in the elections. They thought the Front was a safe-house for for-

But despite that victory, the leadership remains bereft of rity who could nudge the country out of its ignominious past to a more stable future. That is one of the terrible legacies of the Ceausescu era.

That insidious regime was able to exploit the country's weak political culture, while the securitate, or secret police, could manipulate the population's conformist traditions. As a result, there were no Vaciav Havels or Lech Walesas to cion and lack of truth which

the NHS eading British newspa-pers, I see that the gov-ernment's reforms of

the National Health Service are once again sparking con-troversy. Living in the US helps one appreciate the bene-fits of socialised medicine. Here the first port of call at a doctor's surgery is often the "cashier" - who checks your financial credentials with the zesi of a chartered accountant Cash dispensers are routinely

located in waiting rooms. Consider the following items taken at random from a recent eruption of bostlie press cover-age of US health care: A small girl in Chicago breaks her wrist. She is in great pain but does not receive treatment for two days. The

reason: her mother lacks health insurance and cannot afford treatment at the local A researcher at a US scientific institute wants to leave her job to spend more time with her children. But she dare

not resign. The reason she has recently been treated for breast cancer and will be uninsurable if she leaves her employers. You may think these are iso-lated incidents. The US spends

12.2 per cent of gross national product (about \$660bn) on salth care - far more than other comparable countries. (The ratio in Britain is about 6 per cent.) The supply of medi-cine is entrusted almost entirely to the efficient and entrepreneurial private sector. Vigorous competition is a reality, not an aspiration. Contemporary logic suggests that Americans must, therefore, have the best and most cost-ef-

have the best and most cost-efficient care in the world.

If you have good insurance, the quality of care can certainly be high. The US system values speed and accuracy of diagnosis, short waiting periods, rapid dissemination of new technologies and heavy investment in basic receptor. investment in basic research. A recent poll indicated that 55 per cent of Americans are ery satisfied with their family's care" compared with 60 per cent in Canada, 45 per cent in (west) Germany and 39 per cent in the UK.

But anger and dismay about the US system's shortcomings are rarely far from the surface.



Be grateful for

on America

The same poll indicated that only 10 per cent of Americans were "satisfied with the current health care system" com-pared with 55 per cent in Can-ada, 41 per cent in (west) Germany and 27 per cent in the UK. Why is the system so The answer lies in a mixture

of frustration and fear. Americans are frustrated because the reliance on private insurance and large numbers of competing private suppliers has led to huge expense and chronic inefficiency. One anec-dotal example: last November my wife had a minor com-plaint. In the UK it would have meant a quick visit to the local GP and a prescription at the chemist. Here admirable treat-ment was followed by a bureaucratic paper chase. In April we were still getting bills from different parts of the sys-tem. The total cost was several hundred dollars.

This was par for the course: a recent estimate in the New England Journal of Medicine indicated that up to 24 cents of every dollar spent on health care is wasted on administrative and billing costs. The article suggested that the US could save up to \$100bn a year if it adopted a system like Can-ada's, where care is free at the point of delivery and financed out of texation.

The fear has two dimensions. The first is that health costs are still accelerating. A recent study by the Congressional Budget Office (CBO) showed that real per capita spending rose faster in the late than in the early 1980s despite the Reagan administration's policy of promoting more competition -

and despite tougher regulation of government programmes such as Medicare for the elderly and Medicals for the poor. Health care is projected to absorb 15 per cent of GMP by the year 2000. The CMC said the problem reflected fragmen-tation of the system when one section is aqueened, costs rise

section is squeezed, costs rise elsewhere.

All sectors are affected. Medicare and Medicaid costs are souring far sheed of projections. The average premiums paid by employer schemes rose 50 per cent in real terms between 1977 and 1987. Many companies are now spending the squivalent of a quarter of net earnings on medical coverage. The cost escalation has prompted a dramatic change of age. The cust change of artificides polls suggest that up to 90 per cent of employers now favour radical reform of US health care; many are calling for a national system that

would force government to bear more of the burden of health costs. Others are quietly winding up their schemes. The other dimension of fear concerns insurance coverage.

A bad filmess can the you to your employer for life because no new insurer will take on a known risk. Loss of a job can instantly put you and your family at risk, because insurance for private individuals (especially middle-aged and older) is prohibitively expensive. The CBO study indicates that the proportion of people without insurance – and thus without reliable access to care has grown from 12.2 per cent of the population in 1978 to 15.7 per cent in 1989. That is a staggering 39m people. Half of the uninsured have jobs. The remainder fall through the gap-ing holes in Medicaid which now covers only 40 per cent of the poor.

There is no shortage of proposed solutions, ranging from short-run expansion of Medicaid to the creation of a national scheme along Cana-dian lines. President George Bush has shown some willing-ness to confront America's educational problems. If he is to forge a convincing domestic agenda, one of his aims should be to become the "health presi-dent". A visit to Britain might be instructive.

JOTTER PAD

A man-eater with no teeth

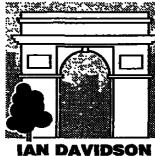
rs Edith Cresson, France's new social-ist prime minister. has the reputation of being a tough cookie. When she turns up the power on her smile, you believe it, for hers is a smile which can surely fry oysters at 40 paces. What distinguishes Mrs Cresson from the usual run of tough cookies, however, is that she is also glamorous and charming. Before she fries the oysters, she charms the shells off them. So you may imagine that,

when her appointment was announced last Wednesday, it produced a palpable frisson of anticipation. Here at last, it seemed, was a real carnivorous socialist who would change the world and eat a few Japanese After three years, France seemed to be wearying of the sweet reasonableness of that nice Mr Rocard; the new prime minister seemed likely to provide a more exciting show. So far, however, the new spectacle has been something of a let-down. On her first day

in office, last Thursday, she submitted to a 45-minute TV interview on her future policies. This was generous, but it proved to be a mistake. In the first place, she was an hour late for a lunch given by President Mitterrand for the Dutch prime minister, not very dignified. Second, she was supposed to be negotiating the formation of her government. This turned out to be just as complicated as she should have known it would be, with every kind of awkward hiccup, and it dragged on embarrassingly until 9 o'clock that night. We thought she was a man-eater, but she turned out to be a carpet-trader without authority. But the real problem with

the TV interview was that it

squirted a cold douche over our



on Europe

hopes of excitement. For the over-riding impression it left was that this carnivorous socialist was really all blather and no policy. She was against unemployment and Japanese imports. Social policy was very important, and so was industrial policy. And education and training. So what was she

going to do? Well now... When Mrs Cresson's appointment was announced, 97 per cent of the comments in the press and the political estab-lishment were about the fact that she was a WOMAN, rather than about her policies. We serious chaps were slightly scandalised by this new evi-dence that the French are hopelessly sexist. But we serions chaps were quite wrong, and not just because sex is a much more interesting subject

than politics. The shocking fact about Mrs Cresson's appointment is that it has revealed that in France the post of prime minister is almost wholly unimportant. The political establishment does not care about her policy views, because they are almost irrelevant: on three fronts she is squeezed by constraints so powerful that her freedom of manoeuvre is close to zero. The first constraint is that

the Fifth Republic is a presidential regime. The constitution says that the government decides policy, but that's for the birds: all the main policy objectives of a socialist government, and all the leading min-isterial appointments, need the approval of Mr Mitterrand. The second constraint is that the main policy objectives have been set, and are not about to be changed. Centre-piece of these objectives is the over-rid-ing priority of France's European policy, first in terms of the management of the econ-omy and the maintenance of a strong franc, second in build-ing a liberal, federal Europe. The third constraint comes

from the barons of the Socialist party, many of whom control a party faction, and all of whom claim a share of the ministerial spoils. Most of the important sexts are being occupied by the same ample bottoms in the new government as in the old. One reason the carve-up dragged on so late was that she spent hours trying to persuade Mr Lionel Jospin to give up the education ministry. She failed. The combination of these three constraints leaves little room for Mrs Cresson. By instinct she is obviously itching to wage economic war against the Japanese; but it looks as though she has already surrendered every last sliver of that option, in the composition of her government. Mr Pierre Bérégovoy, finance minister, is among the many people she has quar-relled with in the past, and an economic liberal to boot. But since he is the god-father and guarantor of the credibility of

powers, to control trade and A wicked cartoon in Le

the strong franc, it was impera-

tive to keep him. His price for staying was an extension of his

Monde summed up the situa-tion. Mr Mitterrand is holding up a smiling, doll-sized figure of Mrs Cresson, who is com-pletely enclosed in his fist. "I have chosen," he is saying, "a woman with a firm grip." For-mer President Valéry Giscard d'Estaing put it slightly differ-ently: "There has been no change of government."

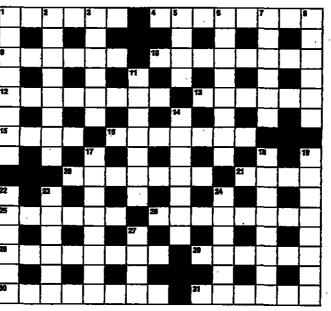
The constraints on Mrs Cresson's freedom of manoeuvre prompt the question: what are governments for? In the old days, we used to assume that the primary function of government was the management (or rather, mismanagement) of the economy. British govern-ments have until recently continued to act as if they had the right and the power to debauch the economy and enrich their friends for the sake of electoral advantage. Manifestly, that urge is still strong in London. But membership of the Exchange Rate Mechanism means it must be contained.

The French, by contrast, gave up the freedom to manip-ulate the economy eight years ago, when they locked onto their anti-inflation strategy. This is one reason the French economy is in much better shape than the British. In effect, French macro-economic policy is determined in Frank-furt; therefore, the French would prefer to shift the decision centre to Brussels.

occupations of the Rocard government were the really recalcitrant structural problems, like unemployment, education, social security, pensions, health, immigration, integration, urban deprivation. The chances are that they will still be the central pre-occupations of the Cresson government, because they demand attention; not some mythical economic crusade against Japan.

As a result, the central pre-

CROSSWORD No.7,547 Set by PROTEUS



ACROSS
1 Desired objective for sailor to attain (6) 4 Respectably conducted flat

9 Unexpected output on a railway system (6)
10 Outstanding fish or bird (8)
12 Shrink from undertaking (8)

13 Cut in requisition (6) 15 Take a second portion in comfort (4) 16 Region where mercy may be

found (7)
20 Talk foolishly about the Spanish clergyman (7) 21 Pretext for lawsuit (4) 25 Left with the hard work (6) 26 Send message (8) 28 Bare girl in dance (8)

29 Dark and inequitable? (6) 30 He is opposed to bringing nurse to soldier (8) 31 Go regularly to listen (6)

DOWN
1 Politician concerned with overall protection perhaps

2 Scarcity prized by some meat-eaters? (8)

3 The realm of the politician in Ireland (6) 5 Animal brought up with

children (4)
6 He'll fix it for artist to go round with guide (8)
7 Where money may be found 8 Hosiery ending in narrow

point (6)
11 Moral objection of little weight (7)
14 Waste food (7)
17 Model having foreign currency difficulties (8)

18 Event calling for removal of jumpers? (4,4)
19 Woman kept in without being understood (8)

22 Horse writer (6) 23 Sailor taking girl for holy woman (6)

24 Instrument fixed with inter-nal fastener (6) 27 Sea-girt territory where I will shortly be heard (4). The solution to last Saturday's prize puzzle will be published with names of winners on Sat-

urday June 1.

NOTICE OF PREPAYMENT



BERGEN BANK A/S Yen 5,000,000,000

Floating Rate Notes 1993 (the "Notes")

In accordance with the Condition 5(A) of the Terms and Conditions of the Notes, notice is hereby given that Den Norske Bank AS, formerly known as Bergen Bank AS, will, on the interest payment date falling in July 1991, radeem all the outstanding Notes at their then Redemption Amount. Payment of interest and reimbursement of Redemption Amount will be made in accordance with the Terms and

Oslo, 20th May, 1991 Den Norske Bank AS 0107 Oslo 1

NOTICE OF PREPAYMENT



KANSALLIS-OSAKE-PANKKI

Yen 5,000,000,000

Floating Rate Notes 1993

in accordance with the Clause 6(C) of the Terms and Conditions of the Notes, notice is hereby given that Kansallis-Osake-Pankki will, on the interest payment date falling in July 1991, redeem all the outstanding Notes at their then Redemption Amount.

Payment of interest and reimbursement of principal will be made in accordance with the Terms and Conditions of the Helsinki, 20th May, 1991

Kansattis-Osake-Pankki SF-00100 Heisinki



FUTURES

FTSE 100 WALL STREET May 2435/2445 -22 May 2873/2885 +14 Jun. 2455/2465 -22 Jun. 2878/2890 +12 5pm Prices. Change from previous 9pm close HOW WELL DID YOU JUDGE THE MARKET? CAL Foreres Ltd. Windsor House



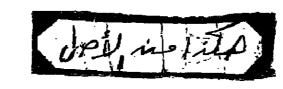
AND FOREIGN EXCHANGE 24 HOUR COVERAGE

50 Victoria Street London SWIH ONW

Dollar bull or peak? Daily Currency and Interest Rate Pawes from Chart Analysis Linned Contoct Anne Whitby Tel: #71-734-7174 | Fax: 971-129-1966

CAL INVESTMENTS LIMITED

INVESTMENT MANAGEMENT IN FOREIGN EXCHANGE AND FINANCIAL FUTURES CALL PAUL GEESON ON TEL 071 732 2233 FAX: 071 789 1321



Monday May 20 1991

SECTION III



President Ozal believes that only democratic reform can secure Turkey's identity as a modern

European state. Few Turks welcome his plans to revamp the constitution but fewer still seem prepared to countenance the alternative.

John Murray Brown reports

Undecided over reforms

RADICAL reformer or just another able technocrat, Turks could soon have a chance to deliver their own verdict on President Turgut Ozal the tubby engineer who has the run the country since 1983.

After seven years urging the business sector to ever greater endeavours, the Turkish leader is turning his attention to the country's political institutions, in the belief that only democratic reform can secure Tur-key's identity as a modern European state, and win the

international recognition he feels the country deserves.

With parliament increasingly sidelined, President Ozal is making a direct appeal to liberal public opinion to sup-port a programme which if-fully implemented would add up to one of the biggest changes since the founding of modern Turkey by Kemal Ata-

If few Turks welcome the way the president is prepared to overhaul the constitution, fewer still seem prepared to countenance the alternative. Turkish political life, the

management of the economy, even some of the fundamental tenets of Turkish foreign pol-icy seem caught in a state of suspended animation.

医多种性神经性神经疗

I BANK A/S

X)0,000 000

early July 1990

ter 1932 the Mills

policy is in disarray, while the state bureaucracy, once the pil-lar of ANAP's support, seems demoralised. Perhaps only the failure of the opposition to exploit the situation can salvage the party.
After a decade of unprece-

Internationally, the picture is equally unresolved. Turkey's friendship with the US has

been strengthened by the Gulf war but this cannot compen-sate for the disappointment

sare for the disappointment served up by the European Community which politely shelved Turkey's application for membership in December 1989. On security, many of the comfortable certainties which once underpinned Turkey's

role in western defence think-ing are being reviewed. For all Mr Ozal's loftly pro-

nouncements Turkey's strate-gic future has still to be

shaped, its traditional role as a buffer to Soviet expansionism eclipsed by the warming in East-West relations. Turkey's membership of the

North Atlantic Treaty Organi-

sation has long been a central plank of foreign policy and a

vital platform for the govern-ment's broader European ambi-tions. Turkey's concern is not

to be locked out of any new security architecture being

constructed in Europe, in the wake of the Gulf war.

On the political front, the Motherland party (ANAP) which Mr Ozal founded, seems

to have lost its way.

The party displays the alltoo-familiar traits of a minority

dented growth rates, few Turks can say they are more content. The economy is still growing - 9 per cent in 1990. But it suffers the combination of uneven growth, spiralling pub-lic deficits and chronically

high inflation.

For many Turks inflation provides the most graphic evidence of the government's failure. The rate has rarely slipped below 50 per cent and today is above 60 per cent.

The political reforms envisage lifting the bans on both Islamic and communist political parties. Turkey's Kurds will be able to use their mother tongue - although already allowed in practice it is a move which represents the first ges-ture towards this troubled minority of 10m people.

Reform of the penal system

the subject of criticism from human rights groups, is envisaged, part of which involves a general amnesty for prisoners. This would appear to include members of the rebel Kurdish Workers Party, a markist guerrilla group which since 1984 has been fighting for an independent Kurdistan. Equally important, as part of

a range of measures, the Turk-ish president is orchestrating a campaign which if successful could see the head of state directly elected by the people, a move which would bring Turkey closer to a full presidential system. Linked with the changes the new system envis-ages increased powers for the executive, in effect legitimising what is already happening in Turkey. In announcing the package, the president probably has one eye on his foreign audience. But Mr Ozal is a politician too. The timing is no doubt shaped by other considerations closer to home, with the president all too aware that a defeat for ANAP in the elections could mean an end to his own political ambitions. President Ozal's immediate task is to secure the backing.



Looking over the Golden Horn towards Emisson

not just of Turkey's wester-nised secular middle class but the broad mass of the country's 57m inhabitants almost half of whom still live in rural areas where conservative Islamic values prevail.
In party political terms, the

liberalisation programme will be seen as another taunt to the nationalist right-wing thinking

of the ruling Motherland party. ANAP is struggling to put its house in order. Mrs Semra Ozal, the president's ambitious spouse, has been the focus of bitter bickering after her victory in the all-important ballot for the Istanbul party chairmanship in April.
Ironically, conservatives may well feel their wings fur-

to lift the constitutional ban on Islamic politics, which could lead to defection of more radi-cal ANAP supporters to new Islamic organisations. Convincing those guardians of the sec-ular state, the military, historically an important constituency in Turkish poli-tics, may yet prove the hardest

test. Yet all of this may well be overshadowed unless the government can get to grips with the economy. Mr Rüsdü Sara-coglü, the central bank governor, and a pivotal figure in Turkey's economic recovery in the 1980s says without a firm commitment to cut the public deficit, he cannot announce a monetary targets for 1991.

The central bank's money programme is largely credited with helping to restrain inflation last year to about 60 per

cent. The privatisation of state companies is making modest headway - the sale of a minority stake in Petkim the state petrochemical concern being the highlight of a rather indif-

ferent year.

Mr Isin Celebi, the economics minister, has promised to end the state monopoly of tobacco. He still has to address the wider problem of farm subsidies, once seen as the univer-sal cure for an ailing agricul-

A sense of economic drift is spreading. Tusiad, the businessman's lobby, is now feeling the effect. Its members are calling for early elections, complaining policy indecision. plaining policy indecision makes budget planning all but

Meanwhile, unions seem increasingly inclined to chal-lenge the country's restrictive labour laws. Union discontent covers a host of issues from the 60 per cent rate of inflation to opposition to Turkey's role in the war. President Ozal warns that the unions' demands could set the country back 10

years.
The problems are coming home to roost after a decade when wage restraint has pro-vided one of the main factors behind Turkey's export drive. With the election due in less than 18 months, no one will confidently predict the out-come. The conabitation within ANAP, a marriage of conve-nience at the best of times, is looking more than usually

strained.

The party meets in June when Mr Yildirim Akbulut is expected to be challenged for the ANAP leadership. A recent opinion poll showed ANAP running fourth behind the conservative True Path party DYP, the Social Democrat SHP,

IN THIS SURVEY

Gulf war proves to be mixed blessing: Soviet trade

Politics: many questions, few

awaiting reform

Foreign affairs: isolated and suspicious; The Kurde: the genie is out of the bottle

Religion a lull in the tug of war; military nerves under strain

Agriculture: farmers flex their muscles

under pressure to raise The stock market: small investors desert the

Tourism down to earth with

a bump: ministers divided over draft bill; Key Facts; Related surveys

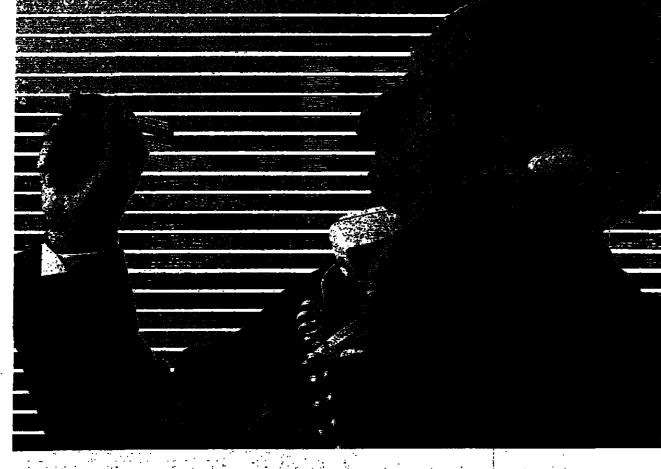
Editorial production: Phillip Halliday

socialist prime minister Bulent Ecevit. Only the fear of many

deputies losing their seats is likely to prevent a irreparable split with the ANAP.

At this stage probably the best that ANAP can hope for is a coalition with the DYP. But given Turkey's turbulent politi-cal history, with the military intervening three times in the past 30 years, the prospect of a weak coalition hardly com-

ther clipped after the decision





A challenging opportunity in a new country. An exciting contract.

Exact time for the right advice. Otherwise, it could all go wrong. Don't take the risk.

As Turkey's leading full service merchant banking group, we are here for the right advice. On trade and project finance, factoring, insurance or the capital markets.

Our leasing company, Iktisat Leasing did the first and only leveraged buy-out in Turkey for a foreign company. Wherever you have your business, in Turkey - or elsewhere in the world-we will meet your needs.

For further information, please contact either Arthur Wilkinson at our London Office or Roger Whitham at our Head Office. You'll find the addresses below:

London Representative Office: 65 London Wall, London BC2M STU, Tel: (71) 638 2820-2, Telex; 913359, IKTING Fax; (71) 638 2823 Head Office: Bliylikdere Cod. 165. Econope/Istanbul, Tel: (1) 174 1111, Telex: 26021, Fax: (1) 174 7028

US \$ (thousands)	December 31, 1990		12 months ending Dec 31, 1990
Total Assets	567,219	Net Interest Income	28,962
Shareholders' Repulty	67,402	Net Income	15,353
Deposits	199,350	Retern on Assets	29%
Loses, net	336.890	Return on Equity	27.9 %



■ECONOMY: ministers diffuse talk of a crisis

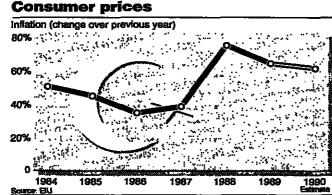
Guif war proves to be a mixed blessing

THERE comes a point where it is difficult to tell the electorate underlined not just the econthat everything is fine while going cap in hand for assis-tance to your foreign friends. It would be a mistake to overstate Turkey's crisis. In many countries at a similar of development it would probably seem a luxury to even debate the need for a mediumterm strategy, as the Turks are

Turkey's economy has reached a point where policy is in disarray, ministers are under attack from the state bureaucracy and the funda-mental problems of inflation and public debt have to be resolved. "We don't have any crisis today. This is a struc-tural problem," insists Mr Isin Celebi the state minister in charge of the money and credit commission and responsible for the state planning organisa-

Business is certainly leaner and more confident. Corporate Turkey today is moving inexo-rably towards economic integration with Europe in spite of the continuing political wrangie about full EC membership. In some respects Turkey is still digesting the effects of 10 years of deregulation, as orchestrated by Mr Turgut Ozal first as prime minister and since 1989 as president. "It's no longer the economy of the 1970s. It's now so respon-

sive to policy mistakes." says a senior western economist. A run on the currency in the



underlined not just the economy's vulnerability to external shock but also its flexibility in dealing with the problem. All that was required was a call to the German Bundesbank and three hours later Turkey had delivery of DM500m in new banknotes to satisfy demand for hard currency.

The Gulf crisis proved something of a mixed blessing. Estimates vary as to how much Turkey lost. The government puts the figure at about \$5bn, in revenue lost from the Iraqi oil pipeline, and transport and

ourist receipts. Aid flows from Turkey's role in the war have undoubtedly taken some pressure off the balance of payments. According to the treasury, contribu-tions from Turkey's donors, either grants or tied aid soft loans, which must be spent with the lender country - will cover half of the projected \$4bn required in 1991 to service Tur-key's \$49bn foreign debt.

The problem is one of timing with much of the aid committed but not yet disbursed. Turkey's foreign exchange reserves stood at about \$10bn in April, enough to cover six months of imports. However, a \$2bn fall in reserves since December suggests the government had trouble meeting

as the election approaches - it has to be called before the repayment schedules. To help it over the hump, autumn of 1992 - Turkey's the World Bank is reviewing main preoccupation will be in the disbursement of various sector loans whereby the bank

managing the public purse.

Mr Celebi is confident the government will be able to reduce the public sector borrowing requirement to 5-6 per cent of GNP over the next two years. Large tax reforms, he says, are unlikely until after the upcoming election. But rithout a big adjustr Mr Celebi believes inflation can be contained at the current level of 50 per cent.

ity to borrow has eroded appre-

ciably. Gulf banks continue to

have special problems. While

western and Japanese banks

are seeking to limit their expo-sure to meet the Bank of Inter-

national Settlements capital

adequacy ratios.

On the current account, the deficit is expected to stabilise

at less than \$3bn for the com-

ing two years. The strong lira policy which resulted in record high trade deficit in 1990 of

over \$9bn seems to have run its course. In the first 4 months

of 1990, the lira depreciated in

real terms against the dollar by more than 30 per cent, which

Turkish interest rates are

rising though they continue to

which has helped reserve posi-

tion by encouraging inflows of

Corporate lending, at least

since the start of the year, has

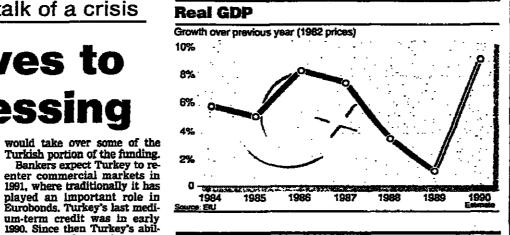
more or less dried up, banks preferring to play the foreign exchange markets. However,

should help exporters.

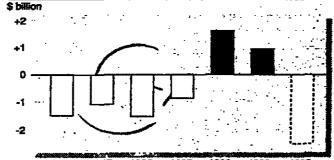
foreign capital.

"Its now no longer a problem of economics its a question of physics." says a Turkish banker. "You can build a series of little dams but in the end this won't be enough.

The central bank has all but abandoned it's monetary pro-







gramme - which by keeping the growth of its own balance sheet below nominal GNP was largely responsible for containing inflation to about 50 per cent in 1990.

Unions are displaying a new boldness, taking to streets in the case of the miners' strike in November.

There is talk of cutting farm support, to bring prices closer to international levels. However, ministers concede there will be still a healthy dose of subsidy for the farmers. In wheat economists say any such move would mean a 20 per cent drop in nominal prices.

On the state enterprises, Turkey is committed to a privatisation. But in an election year, few governments could be expected to set out on a radical programme given the likely effect on employment. Turks may well feel they have seen it all before in the run-up

to the election of 1987.

The accumulated deficits of the central government, the state enterprises and the burden of farm support prices stifle the private sector, which President Ozal's reforms were intended to promote. The

PSRR was calculated at about 9 per cent of GNP in 1990 and is targeted to fall to 7.5 per cent

this year.
"I have done my side and collected the revenues but the spending side is not that bright," conceded Mr Adnan Kahveci, the finance minister. The difficulties financing the

public deficit are exacerbated by the narrowness of the tax base, the immaturity of Turkish capital markets and the government's concern to contain its foreign borrowing. Government issues, such a

treasury bonds, account for 90 per cent of capital market activity, crowding out the pri vate sector's need for invest ment funds. This puts upward pressure on interest rates adding further to industry's What the government cannot borrow through trea-sury bills is borrowed from the central bank, in effect printing money. This, the economists say, is the fundamental cause of Turkey's sustained high inflation, which is sure to be the overriding issue in the

John Murray Brown

■SOVIET TRADE: more than trebled since 1987

Stepping stone to USSR

NEXT month could see the Moscow at a time when the finalisation in Moscow of the agreement on the Black Sea eco-operation zone, a Turkish initiative to forge common pol-icies on issues such as fishing, marine resources transport and free zones.

This is the latest in the web of political bonds which have led to an increase in Turkish-Soviet business. During Presi-dent Turgut Ozal's visit to Moscow in March to initial a new bilateral co-operation agreement, talks concentrated on a \$200m telecommunica tions deal, a new \$300m Turk Eximbank credit, the establishment of two joint banks, and the promotion of Turkish agricultural products.

Since 1987 Turkish-Soviet

trade has more than trebled to \$1.8bm last year. Turkish contractors have built up a formidable order book. Whether or not they win a share of the reconstruction work in Kuwait, they have become a force to be reckoned with in the Soviet Union with some \$1.5bn-worth of projects either in hand or with secured financing in place.

An increasing number of foreigners see that Turkey, like Finland, can provide a stepping stone to doing business in the Soviet Union. The critical factor is finance

and here Turkish companies have three advantages:

• The Soviets' obligation spend 70 per cent of the hard cuarrency they receive from exporting natural gas to Turkey on Turkish exports.

• Eximbank which has been extending new loans to

credit lines of other countries are drying up. Since 1969 Turk Eximbank has made \$1bu available and is finalizing details for a \$200m food

finance facility. • Extensive experience in dealing with Turkey's bureencrats which gives them the stience and flexibility to cope with the even more intricate procedures in the Soviet Union, particularly now that the division of authority between the centre and the republic has become blurred. Add into this the Tarks' spe-

cial links with the 42m Turkic peoples in the Soviet Union in particular in Azerbaijan and the central Soviet reseated central Soviet republics, and some of the reas the Turks successes become

Exports range from pharmaceuticals, foodstuffs and vege-table oils to iron and steel and telecommunications. The 00m czedit agreed during Mr Ozal's visit may well be used for projects such as a secure for projects such as a secure line system to improve links between the capitals of the 15 Soviet republics. Netas and Teletas the Turkish PTT's joint ventures of Northern Telecom and Alcatel, are dis-cussing a manufacturing link up in the USSR, on the back of their digital switching and transmission equipment transmission equipment

operations in Turkey. Other recent agreements include Sandoz's deal to export over \$100m of sunflower seed to the Soviet Union taking sunflowers in payment and a \$218m contract for grain flour

and pasta export agreed by the

Turkish Soil Products Office On the contracting side, the Turkish company Enka recently opened the recovated recently opened the renovated Petrovski Centre in Moscow and Erzechesi is restoring the Soviet Ministry of Health. Other companies have been building hospitals clinica, hotels, housing and factories — and being paid. Turkish companies are involved in conception talks with German

sortium talks with German and Finnish companies for projects to rehouse Saviet troops leaving eastern Europe. The Soviets would like there to work with the higher cost German companies on projects to be financed by Bonn's DM7.8hn sid programme. The \$350m worth of light

industrial projects being inanced under a 1999 Turk Eximbank line offer prospects for joint ventures. These are mainly in food processing, par-ticularly for bables. Some of the Soviet Union's recipilities are trust resulting to specialists are just starting to eye business opportunities in Turkey. These include work on

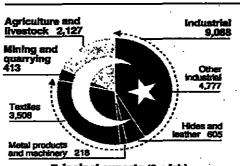
the Istanbal wetro, innuels on the Adama-Pozanti motorway. and rail electrification. More intriguing is Aeroflot's more intriguing is Aeroflot's joint venture with Turkey's Net Holding and Ali Sen. The company, Greenair, is Aeroflot's first foreign link up. The operation is incorporated in Turkey, not the Soviet Union, in view of the many markets. in view of its more workable

commercial regime.

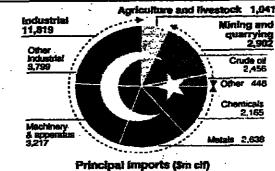
David Tonge

The author is general manager of IBS Istanbul business consultants

Trade 1989



Principal exports (\$m fob)



In Istanbul and Izmir.

WestLB Europa can do more than bridge the gap to Turkey.

It is important to make direct contact with new, interesting partners as early as possible. Westdeutsche Landesbank (Europa) AG in Istanbul and

Izmir can do more. We can also link your local and European interests. With the competence of a universal bank operating in 12 European countries. Including branches at the interface of Europe and Asia. If you would like

further information, we should be pleased to hear from you: Westdeutsche Landesbank (Europa) AG, Friedrichstrasse 56, D-4000 Düsseldorf 1.

WestLB Europa

The European Banking Arm of WestLB and SüdwestLB



EREGLI IRON & STEEL WORKS CO. (ERDEMIR) TÜRKIYE

A NAME THAT STANDS FOR QUALITY

AND THE SOLE PRODUCER OF FLAT PRODUCTS IN TURKIYE

ERDEMIR is totally committed to mai

it manufactures tin plates, hot an cold rolled sheets/coils and plates for a wide spectrum of end-use applications.

For further information, please apply to:

EREGLI DEMIR VE CELIK FABRIKALARI T.A.S.

: Uzunkum 7, 67330 Kdz. Ecegli TÜRKIYE : (90) (388) 19500

: 48523 erec tr Fax: (90) (368) 13969

'Turkey in Europe Europe in Turkey'



An often convincing case for Turkish accession to the European Community... The book is full of brave and Le Monde new insights

To order please write to – K. Rustem & Brother (Publis 49 Carisbrooke Avenue, High Wycombe HP12 4NL.



DEGER SECURITIES INC.

Germany.

For an Independent and Research based service on all aspects of the Turkish Equity Market, contact Deger Securities,

Department: Tel: (90-1) 131 12 85-86 Fax: (90-1) 140 31 70

International Investment

Deger Securities Inc. Member of the Istanbul Stock Exchange Halaskargazi Cad, 313/2, Sisli 80260, Istanbul, Turkey.



MAREN TRADING INC. A RELIABLE NAME IN BIOLOGICAL'DRIED FRUITS

On no account is 'health food' preference just another whimsical perception. The more that Mother Nature gets meddled with, the more Humanity gets concious of the biological environment.

MAREN is well aware of its responsibilities as a contemporary dried fruits exporter, MAREN does not treat figs, sultanas, apricots and the like

as commodities, but as living creatures, i.e. "biological" phenomena. Call POL FILINESI,

Co-ordinator - Foodstuffs, of MAREN. He will tell you how MAREN prepares for shipment, dried figs, apricots, sultanas etc. - "biologically". Maren trading inc.

Camburiyet Bulvari 123/1 Kat 7, Luniz, Turkey. Tek 90 51 221291, 90 51 635996 [5 fines] The 53562 mesp tr. Fax: 90 51 630928

TURKEY 3

■POLITICS: opinion polls suggest all the large parties are out of favour with the voters. David Barchard unravels the mystery

GENERAL elections are not due in Turkey until November. 1992, most Turks will tell anyone who asks them that this is probably an election year. Ask them who will win, how-

Then Many May

- 12: (0.55 - 7)

Will be the second

Se more and

- Telegraph

111

(lege Ritte

L. .

ever, and no one can give a clear answer. Mysteriously the opinion polls suggest that all the large parties are out of favour with the voters, while the smaller ones have more or less disappeared off the map. The root cause of this para-dox is that President Ozal and his Motherland party are deeply unpopular, but even their critics conceded that any

of the other parties would probably do worse once in power.
"I shall probably vote for the social democrats, because that is our family's tradition." says a young Ankara professional woman "But I have a sneaking admiration for what Ozal has achieved, even though I shan't be voting for him." Many middie class Turks with a Western

these lines. The Motherland party formidable set of obstacles to over-come. It won just over 21 per cent of the votes in local elections in 1989 and recent polls suggest that it may have sunk to fourth place with the elec-

High inflation, President Ozal's pro-Western foreign policy, the continuing sense that the government is not truly democratic because it inherited power from the military in 1983, the publicity surrounding

IN a cool dark room in the

Turkish Grand National Assembly, Mr Kamil Tugʻrul Coşkunoğlu, mesklent of the

TGNA's constitutional committee, waits for a possible call to action. For weeks there have been regular reports in the press that President Turgut Özal and other senior lead-

ers are planning an overhaul

of Turkey's 1982 Constitution.

Some recent legislation

will be modified. Introduced

by the military, and approved by referendum in which only its supporters were allowed to campaign, the 1982 constitu-

tion has never found favour

The 1982 constitution was only the last in a series of

chopping and changing the

rules of the Turkish political system. As a result, though there is some consensus on matters such as whether depu-ties have immunity from pros-

with ordinary Turks.











Fascist parties are dwindling, possibly vanishing. Even the ultra-Islamic Welfare party seems to enjoy the support of only 7 per cent of voters (though they may be concentrated in particular areas). Unless the government scraps the 10 per cent barrier, intro-duced in 1983 by the military, none of the small parties will

ends. For the opinion polls also suggest that the other parties each command only between 27 per cent and 17 per cent of

lowers push through the

The Motherland party can

certainly find the 150 signa-tures needed to put proposals before parliament, though its present divisions (and the

farore over Mrs Ozal's entry

into politics) mean that it is by no means certain that its 276

deputies will be willing to

co-operate to vote the mea-

in any case require a two-

Constitutional amendments

changes he wants?

Inōnū's Social Democracy Populist party and Mr Süleyman Demirel's centre-right True Path party.
There is little to suggest that

either of these parties would run the economy much better than Mr Ozal and the Mother-land party, though they would probably take a more libertarian line on constitutional and human rights issues.
At 65, Mr Demirel (six times

prime minister since 1965) has a stronger claim that Mr Ozal to be Europe's senior figure of the centre-right - but he is no monetarist and has been coldshouldered by European conservative groups enamoured with Mr Ozal, such as the European Democratic Union,

the federation of European centre-right parties. As a result if Mr Demirel does come to power again, after more than a decade in the wilderness, his sights will be firmly set on his domestic constituency.

Another loner who could yet make a comeback is Mr Bülent Ecevit, the former prime minister whose Democratic Left party blends populism, social ism, and nationalism. He has been crusading in recent weeks to have foreign troops removed from Turkey. Though Mr Ecevit has broken with the rest of the Turkish left and leads a party which is nakedly personal, he looks poised to get into the next Turkish parlia ment. Once there, he might hold the balance of power.

Because of the fractured state of the party system, the betting is generally that any post-election government will be a coalition, something Tur-key has not had since the 1970s. Given the country's disastrous experience then there have to be considerable doubts about whether the poli-ticians will behave any better

The only thing which unites most of the opposition, is the desire to see Mr Ozal (never recognised as president by the other parties) brought down and perhaps even impeached. If the past decade is any-thing to go by, President Ozal may yet manage to turn the tables on his enemies and consolidate his personal power fur-

the president's family and especially his wife's recent debut in party politics - these are some of the grumbles most commonly heard.

The Motherland party is lifestyle tend to think along

divided on several fronts. On June 16 it is due to elect a new leader to succeed President Ozal who resigned in 1989 when he (theoretically at least) left party politics on taking over as head of state.

Three candidates have already emerged. There is Mr Mesut Yilmaz, a former foreign minister, who is the candidate of the liberal and nationalist wings of the party, and could probably steal votes from other parties including the social democrats if he were elected.

ecution and political parties get state aid, most of the other

rules are up for grabs and are

liable to be changed whenever

there is a government in power with the necessary two-thirds majority, even though Turkish politics today are much less fiercely polarised than they were a decade ago.

Since the autumn of 1989,

the austere provisions of the 1962 constitution have in some

respects not even been hon-

oured in spirit. Though the Turkish president is supposed

to be a figure head above

party politics, President Ozal has ruled Turkey as an execu-

tive president with close links

with the ruling Motherland party which he founded. His wife is head of its power-

ful Istanbul organisation.

Opposition parties say they will bring Mr Ozal before an

impeachment tribunal and seek his deposition if they win

Mr Yildirim Akbulut, the prime minister, is thought by some to be the candidate most favoured by the president. An outsider is Mr Hasan Celal Güzel, a former education minister, who is at odds with the president

The position is complicated by the fact that the Islamic wing of the Motherland party is in the doldrums after quar-relling with the president over his decision to support his wife. Mr Semra Ozal, in her bid to become a party politician.
Mr Ozal's two younger
brothers and his cousin, Mr Hüsnü Doğan, defence minister until he was dismissed last March, are now all in the wilderness. So too, probably, are

Mr Ozal would like to bring

the constitution into line with

the way he runs the country

by making the president directly elected. This would be a break with a 70-year old tra-

dition in which the president was appointed by parliament, thus making sure that the

country's powerful civilian and military bureaucracy

retained some control over

three other Islamic conserva-tives in the cabinet, headed by Mr Mehmet Keçeciler, minister of state and the man who more than anyone else set up the Motherland party's constitu-ency organisation in 1983. Mrs Ozal was elected head of the party's powerful Istanbul organisation on April 28 after a

stormy campaign. What will her next move be? Will she expect whoever wins the Motherland party leadership to do her bidding? Will she run for parliament in the elections and perhaps even become a minis-ter if the Motherland party wins? These are questions to which as yet no one in Turkey except the Ozals know the

cabinet. However, there has

been no draft presented to par-liament. The opposition True Path party, which wants a

directly elected presidency but does not recognise Mr Ozal's election in 1989 as valid (the opposition parties boycotted

the vote) has circulated its

own proposals for a change to the constitution, but falled to

get the 150 signatures needed for the motion to be set before

the assembly.
The Social Democracy Peo-

present parliament are elected in the next parliament, even if they represent marginal consti-What about the other parties? One of the surprises of Turkey in the early 1990s and perhaps one of the genu-

inely encouraging signs of change – is that the extremes seem to be fading.

death penalty; the subordina-

tion of the armed forces to the Ministry of Defence, rather than leaving them quasi-au-

tonomous under the prime minister as at present; the ending of the state monopoly on radio and television; the

restoration of autonomy to

Turkish universities which are run by a heavy-handed central

body set up by the soldiers; and the restoration of various

cultural and historical bodies

set up by Atatürk.

the electorate. The two front runners are Professor Erdal

The two opposition parties are willing to co-operate provided that they get early elections. Since these will almost certainly end the Motherland par-ty's days as the largest party, this condition is not one which most government deputies view with enthusiasm, not least since they are well paid by Turkish standards and could lose up to a year's

income from early elections.

Mr Ozal would probably have less to worry about from the elections if he had been directly elected as president beforehand. He still has over five years of his original seven year term to run, but has indi-cated that he would step down and submit himself to the electorate if he gets the chance. General elections after Mr

Ozal had been installed in the presidential palace at Cankaya, with a fresh mandate, might be different from any under present circumstances.

Many Turks view Mr Ozal as a weak and unpopular president whose days in office are probably numbered: a view which tends to overlook Mr Ozal's tenacity and proven mastery of political strategy. Will the 1982 constitution

thus stumble on, faute d'autre? Eventual modification looks fairly certain, if only because there is no group inside the civilian political establishment committed to maintaining the 1982 set-up. But just when and how the parties will combine to alter it is another matter.

Any changes are more likely to be piecemeal amendments passed in a hurry on the eve of elections than a carefully designed system, trying to resolve Turkey's long-standing problem of maintaining a baiance between political liber-ties for the individual and

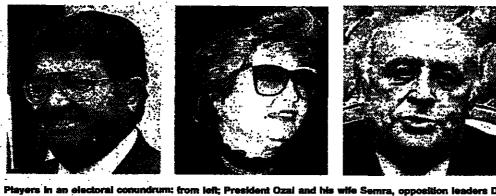
David Barchard

Lots of questions but very few answers



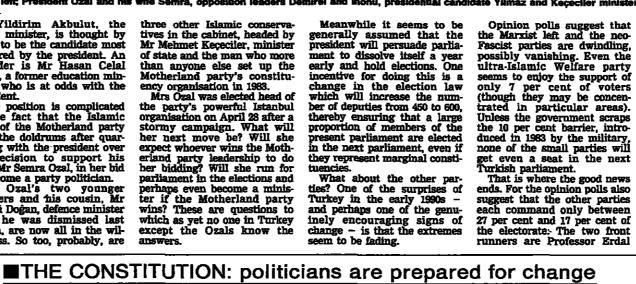














Waiting for a call to action

Exceptional service together with an

understanding of the local markets,

account for Garanti's formidable

collaboration with over 750

correspondent banks around the

Garanti recently increased its

paid-in capital to TL 600 billion.

base, Garanti is one of Turkey's

strongest banks.

in Garanti's financial statements for

1990 and promise a trend that will

continue in 1991.

% increase

TL Billion over 1989

Total Assets 5,925.8 41 %

187.0

Shareholders'

Profit

Equity 653.2 91 %

US \$ Billion

220 %

International

Business

Volume (1990)

5,5

First quarter 1991

1,2

Coupled with its prime quality asset

These factors are strongly reflected

GARANTI BANK

■FOREIGN AFFAIRS: a ball of confusion

Isolated and suspicious

CONFUSION. The Turks have a word for it, arapsaci, or liter-ally like an Arab's hair. The Gulf war has exposed

Turkey's ambivalent relations with the Arab world - its iso-lation as a secular but Sunni country heightened by its unequivocal stand in support of the US-led allied coalition. Look at the map and the Turks' sense of isolation is understandable. Turkey shares borders with six countries. To the east. Turkey remains deeply suspicious of both Iran, a Shi'a Moslem theocratic state, and the pan-Arab nationalists who for the moment at least run things in Baghdad. Syria, a militarily less awe-some regime, is blamed for fuelling the separatist senti-ments of Turkey's large Kurdish community. To the north the perilous proximity of the Soviet Union, in spite of arms reduction and recent improve-ments in trade ties, continues

to represent the main threat. Political stability in Bulgaria the Soviets' former Warsaw pact ally, has still to be proven, although moves to establish minority rights for its Turkish speaking community have helped warm relations.

Greece, a fellow member of the Nato should be an ally. But overriding their relationship is the Cyprus question, disputes over oil rights and airspace in the Aegean and the bitter legacy of more than 500 years of shared history. In the nineteenth century,

Turkey was dubbed the sick man of Europe. Turkey today is equally resentful of the sug-gestion that it should play the

the home to some future rapid

deployment force.

During the Gulf war, Turkey's strategic imperatives seemed clear enough. Nonetheless President Turgut Ozal's decision to allow US planes to use the Incirlik airbase to bomb Iraq represented a large challenge to the conservatism of the Turkish armed forces and its traditionally neutral stance in foreign policy which kept the country out of the

Second World War. Turkey's thinly veiled threats to Iran and Syria not to intervene in north Iraq reflected concern about the regional ambitions of these two radical Moslem neighbours. The fate of the thousands of Iraqi Kurdish refugees on its southern border, merely under-lines the confusion.

President Ozal stresses the need for the economic reconstruction of the region aware that Turkey may be left out of negotiations of any broader Middle East peace settlement because of Arab suspicions.

Officials believe Turkey's

decision to stand firm against Baghdad cutting the Iraqi oil pipeline across its territory will have been seen in many Arab capitals as further confirmation of Turkey's historic unreliability. However, the Foreign Ministry seems only too eager to outline how Turkey is different from its Arab

neighbours, in that way emphasising Turkey's natural affinity with Europe. "We are seen as the atheists

role of the healthy man of the Middle East, as an extension of US foreign policy in the region, at the foreign ministry. Turkish policy is still defined by the natural and political boundaries carved out by Kemal Mustapha Atatürk in the 1920s.

In 1921 Turkey established its borders with the Soviet Republics. The Lausanne Treaty of 1923 determined the delicate balance of relations with Greece and in 1926 the Mosul Settlement defined Turkey's borders with Iraq.

Mr Fahir Armaoglu, columnist and professor of interna-tional relations, says historically it was a fear of the Soviet Union that drove Turkey to seek its future with the West. Western support for Turkey, even from Ottoman times, was seen as the best guarantee seen as the best guarantee against Russian expansionism. It explains why in the 1920s the great powers settled the straits dispute in Turkey not Greece's favour and why Turkey continues to be seen as a vital part-

ner in the western alliance. Nato membership serves as the main forum for those broader political and economic ambitions particularly while Brussels continues to ignore its application to the EC.

"Its time Europe shed the shyness it developed after the Suez crisis," says Mr Seyfl Tashan, director of a private for-eign policy think tank. "Isn't it clear that Europe's security is also Turkey's security?"
One of Turkey's immediate

concerns is that it may be sidelined by the new security architecture being constructed in the wake of the collapse of communist rule in eastern

Europe. Turkey's decision to call for the deployment of Soviet Union. its border with Iraq, during the Gulf war, contained a clear ele-

hesitance interpreted by President Turgut Ozal as the act of the "unfaithful ally." The president's inclination is to lorge closer ties with the US. The Turkish leader is a big admirer of the US and particularly it seems the US system of

ment of bluff. But if Ankara

was seeking Nato's assurance,

the response was far from con-

vincing with Germany's initial

presidential government. Turkey's neighbours are watching with some concern as increase their military aid shipments, partly as a result of arms reduction talks in the central European theatre -the so called cascade effect.

On Europe, opinion is increasingly divided. President Ozal's proposal for a free trade with the US, however impracticable, reflected Ankara's growing impatience with its reception by the community.

Mr Ozerci feels the Commis-

sion's reference to Cyprus in its "avis" on Turkish membership was an unfair break with tradition. "The Commission's work is not to pass a political judgment but to take a sort of X-ray of a country's economic position," he says.

It is a measure of this new frustration that many Turks feel it is not just Greece that is

playing on Europe's prejudice, but Europe which is wilfully fuelling Turkish-Greek enmity.

SIX months ago, many of the readers of this survey would probably have been scratching their heads if asked to explain

who the Kurds actually were.
Turkey is said to account for about half the world's 20m Kurds. The remainder live in Iran and Iraq, with smaller numbers in Syria and the

Many of Turkey's Kurds, perhaps 5m, still live in impover-ished rural villages in the south-east of the country, tending their livestock in near-feudal mountain communities which provide the backdrop for

today's refugee tragedy.
There are a considerable
number, some say as many as
Im, Turkish Kurds working as
gastarbeiter in Germany. This s said to be fertile ground for the separatist Turkish work-ers' party PKK which since the mid-1980s has been fighting a sporadic guerrilla campaign for an independent Kurdistan.

A larger number of Kurds have settled in Turkish cities, with some, such as the owner of Istanbul's Pera Palace hotel emerging as leading figures of the Turkish business establishment. Indeed the new found prosperity of these urban Kurdish migrants is often given as one reason why the PKK has been so unsuccessful is extending its campaign to Turkey's western region, par-ticularly the big cities. The Kurds trace their griev-

ance to their treatment under the Lausanne Treaty of 1923, where Turkey ignored Kurdish claims for minority rights, a status given only to the much smaller Greek and Armenian

Since independence there has been a slow but deliberate process of political integration of the Kurdish community. There are Kurdish deputies in lling Turkish-Greek enmity. parliament. The Motherland party cabinet includes two men of ethnic Kurdish origin – Mr **KURDISH POLICY**

The genie is out of the bottle

state minister in charge of the south-east. Even President Tur-gut Ozal claims to have Kurd-ich foral-east.

It was President Ozal who started the latest discussion of Turkey's Kurdish problem, calling on parliament in January to ease some of the restrictions on the Kurdish language. In 1963 in the wake of the military coup, Ankara's han on the use of non-Turkish languages was seen as a further slight to Kurdish cultural sensitivities. Officials say the law was ineffective, and cite the fact that just four people have been charged under its powers since it was introduced.

The law added to the tension in the south-east where more than 2,000 have been killed since 1984. Using its bases in Lebanon's Syrian-controlled Bekaa valley the PKK has launched attacks on local police stations and ambushed other government officials. Under an agreement with the government in Baghdad, the Turkish army has conducted the hot pursuit of guerrillas into Iraq. According to human rights groups many of the vic-tims have been innocent civil-

A report published last year by the opposition Social Democrat party says that govern-ment policing tactics "sometimes takes on the dimensions of a state terror." Today in the south-east it is Turkey's failure

and American friends.
In the weeks since the Gulf war ceasefire in February there has been an increase in the number of clashes. Two people were killed when police opened fire on more than 2,000 demonstrators in kill in March. In April, a local district officer was killed together with six other police and civilian offi-cials. The incident at Solhan, west of Van was condemned by Mr Aksu the interior minister who visited the area. The clash

announced a political annesty, apparently to include members of the PKK.

The refuges crisis has left the policy in tatters, with 500,000 lraqi Kurds at one point threatening to overwhelm Turkey's southern border. Turkey's decision to confine the

Abdulkadir Aksu, the interior to improve its human rights minister and Mr Kamran Inan record that continues to blight state minister in charge of the its relations with its European

followed a sweep of rebel posi-tions in early April.

If the language proposal met with stiff opposition from the nationalists, President Ozal's next move to invite Mr Jalal Talabani leader of the Iraqi Kurds to talks in Ankara was to prove even more provoca-tive. In between, the president tive. In between, the president managed to conjure up the idea of a Kurdish federation in north Iraq — Turkey's rather belated response to events in north Iraq where Kurdish rebels at one point seemed poised to defeat government forces from Baghdad. He also announced a political amnesty, amagently in include members

key's decision to confine the refugees to the border was a



contributing factor in persuad-ing the US to issuech its safe haven plans to coux the refu-gees back to their homes in

haven plans to coar the refu-gees back to their homes in Iraq.

However, Turkey's policy has attracted widespread criti-cism and added to the head-aches of aid relief agencies try-ing to help. In the international press, Turkish soldiers have been portrayed sometimes unfairly as looting supplies and coralling the refu-gees with sticks. Much of the supplies and corating the rent-gees with sticks. Much of the goodwill generated locally after President Ozal's earlier moves has probably evaporated.

The longer term impact of the crisis is harder to assess.

the crisis is harder to assess.
United Nations Resolution 688
states that tran's repression of
its people constitutes a threat
to international peace and
security. Turkey did its best to
limit the number of specific
references to the Kurds to four. In the final draft, Turkey had to settle for the phrase "particularly the Kurdish pop-ulation". As Mr Ozcetl put it: The genie is out of the bottle. For the first time the UN Security Council has discussed the Kurdish question."

John Murray Brown

Privatization in Turkey

Mankind is entering a new era.

Within the last decade of the 20th century, soaring technological developments are coupled with rapidly diminishing economic and political borders. Winds of change are blowing stronger than ever in human history.

TURKEY'S CHANGING FACE

The ongoing evolution in the world's economic order is also affecting Turkey. Placed at the junction of three continents, the country is presently passing through a period of integration into the World Economy.

The structural reform which has been implemented as government policy since 1983 aims at minimizing State intervention in the economy, and its rationalization through the establishment of competitive market mechanisms. To this end foreign capital inflow has been liberalized, and has reached approximately \$1.3 billion in 1990.

Privatization policy, whose rationale has gained unanimous recognition around the world during the last decade, is a fundamental part of this economic trend. In an age when the globalization of the world economy is being accomplished, the momentum of privatization will continue to keep pace both at home and abroad.



TURKEY'S PRIVATIZATION PROGRAM

In Turkey privatization is being conducted by the Prime Ministry's Public Participation Administration (PPA) which was founded in 1984. The Administration presently has 87 companies in its portfolio including State Economic Enterprises, banks, subsidiaries and equity participations. Since 1988 State shares in 20 establishments have been transferred to the private sector through block sale. There have been public offerings of shares in 15 companies so far.

Among firms whose stocks were offered to the public are Ereğli Iron and Steel Works (ERDEMIR), which meets 61% of Turkey's iron and steel demand; Petrokimya Holding (PETKIM), which supplies 76% of domestic petrochemicals; and Turkish Airlines (THY), which meets 85% of the country's air transport demand.

INTERNATIONAL OFFERINGS AND BLOCK SALES

The remaining state ownership in these quasi-monopolies, in market share terms, are planned to be transferred to key foreign and domestic core investors within this year.

In February 1991 part of TOFAS Oto Ticaret, a major automobile marketing firm, has been sold to Italian FIAT S.p.A. which was already a stakeholder in the company.

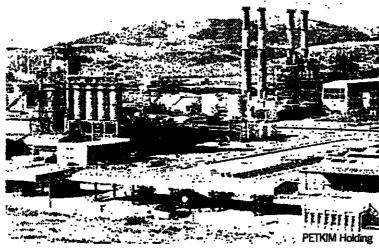
Studies are currently underway at the PPA for the global offering of shares in ERDEMIR, PETKIM and Cukurova Elektrik (an electricity supply concern), through quotation on major international stock exchanges during 1991.



PUBLIC OFFERINGS AND SALES TO CORE INVESTORS

The program will also continue its rapid pace at home. During the last six months there have been public offering of shares in Konya, Ünye, Mardin, Adana and Afyon cement factories, THY, and the MIGROS chainstore. Privatizations through public offerings on the 1991 agenda are TOFAS-Türk Otomobil Fabrikaları – a major automobile manufacturer - and its marketing firm TOFAŞ-Oto Ticaret; GIMA chainstore; Niğde cement factory; NETAŞ, an electronics and telecommunications concern; Turkish Petroleum Refineries (TÜPRAŞ); and Petrol Ofisi (POAŞ), a distributor of petroleum products.

The 1991 agenda also includes the block sale of Türk Kablo, a cable and wire producer; IPRAGAZ, an LPG distributor; Adana Kağit Torba, a paper bag producer; several fruit juice and soft beverage factories; an agricultural machinery manufacturer and its marketing concern; etc.



A FLOURISHING CAPITAL MARKET

The Turkish Capital Market is becoming institutionalized thanks to the PPA's privatization efforts. In this context, PPA has closely monitored the supply with a view to enhance the market's depth and build a strong capital market. As in the case of more developed countries, the Istanbul Stock Exchange is about to become an important economic indicator of the country's economic performance.

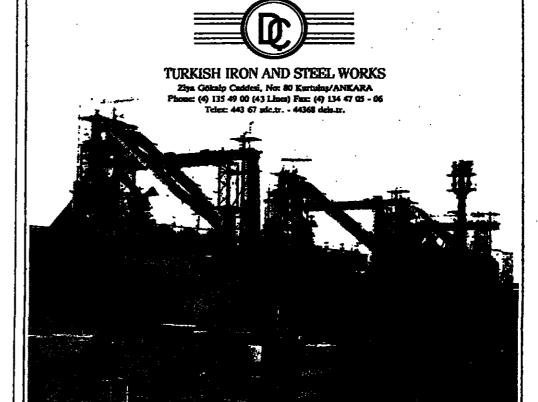
In an era when Turkey is emerging as one of the strongest economies of this strategic region of the world. Turkish privatization should be looked upon as providing the best opportunity for establishing a new partnership with the largest Turkish companies.

REPUBLIC OF TURKEY - PRIME MINISTRY **PUBLIC PARTICIPATION ADMINISTRATION**

Atatürk Bulvari No. 163, 06680 Ankara, Turkey Tel: (90-4) 125 63 45 Fax: (90-4) 125 26 11; 125 59 74

Turkish Iron and Steel Works: Production, Design, Manufacture, Assembly

HOT-ROLLED LONG PRODUCTS BLOOMS, BILLETS, RE-BARS, ANGLES, BEAMS ALL KINDS OF DESIGN, ENGINEERING AND CONSULTANCY SERVICES PIG IRON, STEEL AND NON-FERROUS CASTING **FABRICATION AND ERECTION OF** STEEL CONSTRUCTIONS OF INDUSTRIAL PLANTS HEAVY EQUIPMENT-BRIDGES, ANTENNA POLES AND TOWERS, ETC. MACHINERY AND EQUIPMENT MANUFACTURING TURN-KEY BASIS INDUSTRIAL PLANTS



From Philippines to Mauritius...

In 85 countries with its correspondent banks and their thousands of branches ready to give you service. TARİŞBANK,in all your foreign transactions offers you the speed of the age.

> WITH TARIŞBANK İZMİR TURKEY THE WORLD IS SO CLOSE TO YOU!...

MILLI AYDIN BANKASI TAS

Şair Eşref Bulvan, 3/1 35210 IZMRR / TUFKEY Tol : (51) 256490 (10 lines)



■RELIGION: a lull in the political and cultural tug of war

Faith in the post-war climate

IN the aftermath of the Guif war, there has been a lull in the political and cultural tug of war between Turkey's Islamisers and secularists. Overt fun-damentalists keep a slightly lower profile than a few months ago and there are fewer women in veils on the streets of the large cities than a year ago.

there were a year ago.
"The Gulf War was a shock for them. First of all, they did not expect Christians to defeat Muslims," says an Ankara academic. Secondly, the Muslim was another unpleasant reality was another impressing reality for them. Thirdly, it looks very much as if the flow of funds from Saudi Arabia and other Islamic countries to fundamentalist groups in Turkey has

been interrupted."
There has also been a change at the uppermost levels of Turkish politics. The decision of Mrs Semra Ozal to enter party politics has led to a breach between President Ozal, her husband, and the fundamentalist wing of the Mother-land party which includes his

In spite of this, the campaign to re-Islamise Turkish society has notched up some successes

employ Turkish workers.

contact us at:

M, Nuri ARSLAN

The Director-Ges

133 Atatürk Bulvari,

Bakanliklar, Ankara 06410

John Murray 8th

el Works

sign, embly

TURKISH EMPLOYMENT ORGANISATION (IS VE ISCI BULMA KURULU

GENEL MUDURLUGU)

ANKARA-TURKEY

Finding the Labour Force

You Need is Our Business

The Turkish Employment Organisation (TEO) is the sole legitimate agency to assist you in recruiting and training of workers in the still which you require. The TEO has been on the scene since 1946 for all

The TEO is constantly at your service, and if you contact us about the

To find out more about our service and how we can help you please

labour force you are looking for, you will find it's our business.

The Turkish labour force is renowned for being skilled, able, hardworking, disciplined and reliable. This is why many public

and private employers contact us from all over the world to

matters to do with labour and employment.

century and converted into a mosque in the 1930s by Kemal Atatürk, has loudspeakers on its minarets from which the call to prayer is made, while religious ceremonies are once more held in an outlying room. Turkey's Islamic movement would like to see the basilica once more used as a mosque as a message to Europe and the Middle East about where the country really stands.

Secularists in Turkey are still nervous. Polemics on the religious issue are still not rengious issue are still not entirely safe. There were three assassinations of leading secu-larists, last year, including the president of the Turkish Law Foundation, Mr Muammer Aksoy. None of the killers have been tracked down by the police, who are widely believed to be infiltrated by fundamen-

talist groups.

Most secularists believe that the religious movement is partly inspired from outside the country. Turkey turns a blind eve to pressures from its neighbours on the religious issue. When President Rafsanjani of Iran visited Turkey earlier this month, he was excused the otherwise obligatory visit to Atatürk's tomb and was greeted by cheering groups shouting Allah is great.

Tal: 99 4 125 81 98

Fee: 90 4 125 84 51

90 4 125 81 99

98 4 117 53 38

Some Turks even believe that the West, especially the US, would like to see a Sunni conservative re-Islamised Turkey, securely located in the Middle East, thereby sparing Europe the embarrassing question of whether or not to admit Turkey to the EC.
Although Turkey describes

itself as a secular country, state and religion are firmly interlocked and it is taken for granted that 99.9 per cent of the population are Muslims, identity documents. No one would think of registering as would think of registering as atheist or Shi'a Moslems.
Formal supervision of Islamic religious affairs is carried out by a department of state, the Presidency of Religious Affairs (PRA), which is attached directly to the prime minister's office.

minister's office. The PRA, opened in 1986, situated in slightly dreary offices under the shadow of Ankara's vast Kocatepe Mosque com-

THE crisis on Turkey's

south-eastern frontier during April and May has sent tremors through the delicate balance between President Turgut Ozal and the country's civil

gowns and turbans, with flowing beards, can be seen coming through its doors, the PRA is the workplace of sophisticated scholars and administrators, some of them with doctorates from Western universities.

of inter-faith contacts.

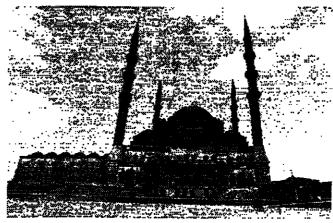
life has grown steadily in the 1980s, first when the Turkish military decided to encourage religion as an antidote to the rising tide of Marxism in

Its role in Turkish national

plex, is both Turkey's official church and a civil service department just like any other Turkish ministry. Though it was formally established in 1926, it is in fact the continuation under a different name of the Ottoman office of the Sevhülislam, the supreme Islamic dignitary of the Ottoman Though rural clergy in

Last year the PRA sponsored the sixth Islamic-Christian Consultative Meeting in Istanbul and it engages in a number

eign operations



The large Kocatepe mosque in Ankara

schools, and later when Mr Turgut Ozal and the Motherland party came to power.
Today the PRA has a staff of 84,000 people and an annual budget for 1991 of TL1,300bn. have grown rapidly in the last three years, arousing some adverse comment. There are 37,000 more staff in the PRA than there were five years ago and it plans to expand its for-

We serve all sections of the religious community without discrimination, and there are

no sectarian conflicts in Islam like those of Catholicism or Orthodoxy in Christianity.' says Mr Hamdi Mert, the organisation's deputy president. In practice however, many of the estimated 20 per cent of Turkey's population which is Alevi (a branch of Shi'a Islam) claim that they get no state support for their clergy or shrines, unlike the majority Sunnis.

In the 1980s the PRA has succeeded in getting the numbers of religious schools increased, while in the secular educational system, religious instruction (one or two hours a week) has been made compulsory for all pupils, with a greater emphasis than in the past on the learning of formulas and rituals.

A wide variety of career opportunities has been opened up for the more than 50,000 students who each year graduate from the clerical vocational high schools. In practice the schools have ceased being simply vocational training for the clergy and are now a religious alternative to the secular high school system.

A controversy is raging in Turkey about whether the process should be taken a step further by recognising Koran school qualifications for lycee. There are about 5,197 officially recognised Koran schools, specialising in Koranic memorisa-tion, with an enrollment of 290,000 students mostly from villages and lower-income families. Do they qualify to go on to lycée at 15 years old?

Mr Mert says that press reports of a row between the PRA and the Mr Avni Akyol. minister of education, (who is alleged to have threatened to resign over the issue) are wide of the mark. Some of the PRA's activities

do not fit easily inside the Western conceptions of either state or church. It has 15 religious affairs counsellors in Turkish embassies from France to Australia and religious attaches in 21 consulates. Moves are under way to set up

offices in the Soviet Union. These offices supervise 409 clergymen in Germany, 26 in Australia, 63 in France, and more than 800 preachers and prayer-leaders worldwide. In the sacred month of Ramadan this year, a further 357 clergy were temporarily sent abroad to 13 countries, including

Outer Mongolia.

These officials count both as overseas religious functionaries and Turkish government employees, an arrangement which may seem a little paradoxical in a secular state, especially as the Turkish foreign ministry has sometimes dis-creetly warned the tiny num-ber of Christian clergy attached to embassies in Ankallow to attend their services. Some years back, there was a national scandal when it emerged that some of the expatriate clergy had been paid with Saudi funds.

David Barchard

■THE ARMY: uneasy in the post-war environment

Refugees strain military nerves

On May 7, General Dogat Güreş, the chief of general staff, issued a clear and unmis-takeable warning to the world granted that Turkish society and politics is becoming steadily more civilian in its

General Güreş, who took over at the head of the armed

forces in December, promptly introduced many changes. He

allowed groups of journalists to tour the armed forces head-

quarters and other strategic

that the Turkish military were uneasy about the possible course of events among the outlook. Though many middle class Turks regard Mr Ozal and the Motherland party government Kurds and that Turkey would not allow them to be armed. The unhappiness of the Turkish military at the way as an outgrowth or continua-tion of the 1980 military events have gone since the ending of the Gulf war is one of the worst kept secrets in regime, Mr Ozal has in fact made some gestures towards imposing civilian supremacy Turkey. If Turkey's army – the second largest in Nato with more than 600,000 men under over the military. In 1987 he broke with tradition and imposed his own choice as arms - is unhappy at seeing foreign troops on the country's chief of staff. Last year he weathered a further storm soil, it is much more alarmed at the possible threat to Turwhen General Necip Torumtay resigned as chief of general staff in protest at Mr Ozal's key's unity from Kurdish separatist movements, and there-fore reluctant to see a policies on the eve of the Gulf

enclave across the Iraqi border.

Does this have longer-term implications for Turkish politics? Though there have been half a dozen military interven-tions in Turkish politics this century, and three in the last four décades, no one expects a

Western-protected Kurdish

smaller but more specialist strike force rather than its unwieldy conscript army, and issued orders that there was to be a strict ban on physical violence in the army.

The aim was to create new public attitudes towards the military and inculcate new val-ues in the ranks. Have these efforts at a sort of military glasnost been blown off course by the tragedy in the moun-tains above Zakko?

Temporarily they may have been. Outright coups may be unpopular, but Turkish public opinion is accustomed to playing off the military against a weak civilian leader and there is little doubt that on nationalist issues, the man in the street is still certain that his interests are best protected by the military. President Ozal was probably moving too fast for the Turkish public in his attempt to draw the teeth of the growing Kurdish problem in the region by an historic

Kurdish leaders such as Mr

Meclis i Mebusan Cad. 35

Findikli 80040 Istanbul-Turkey

Phone: (1) 151 21 21 Fax: (1) 149 65 68 Telex: 25358 tebu tr

Jalal Talabani of the Kurdish Patriotic Union.
Turkish society and its main institutions have moved very fast in the last year. Many of the main goals of the 1980 coup

have been discarded. Commu-nism has been legalised and a communist party established. The use of the Kurdish language is being gradually per-mitted. The military constitu-tion of 1982 is poised for the rubbish bin. Its successor will almost certainly provide for a president directly elected by the country, rather than through parliament, thus tak-ing ultimate control out of the hands of the traditional guard-

civil service. At the same time, less is heard in Turkey these days about large investments in defence industries, though a \$4.1bn project to build F-16 fighter jets in a joint venture with General Dynamics is

ians of the state among senior

These are not changes that

the military find it easy to adjust to. Turkey sees itself as a country which came into being because the early Otto-man fighters conquered the land from the native Christian Byzantines and remained in existence because it was able to defend itself against Greece and the Western allies after the First World War.

Civilian governments by contrast have a dubious record although they improved in the 1980s and 1990s.

Many officers would proba-bly say this is because of the stern controls the military left in place in 1983. They would probably point to some warning signs: the growing terrorist threat from urban guerrillas in bureaucrats in the army and the large cities and assassinations of prominent secularists presumed to be the work of

religious fundamentalists. The greatest test for the civilian system is probably yet to come. All the signs are that Turkey's next government will be a weak coalition rather than the single-party administra-

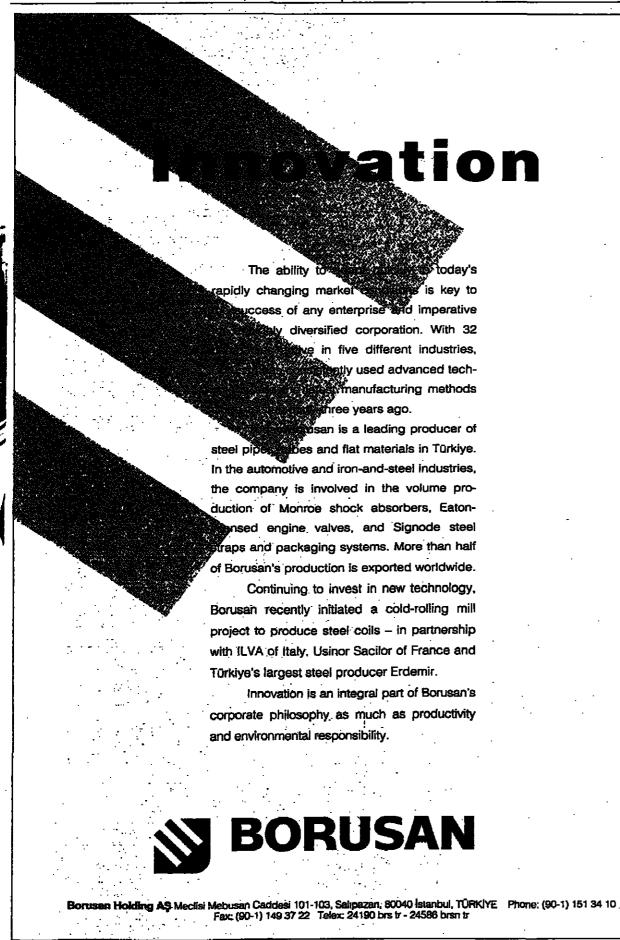


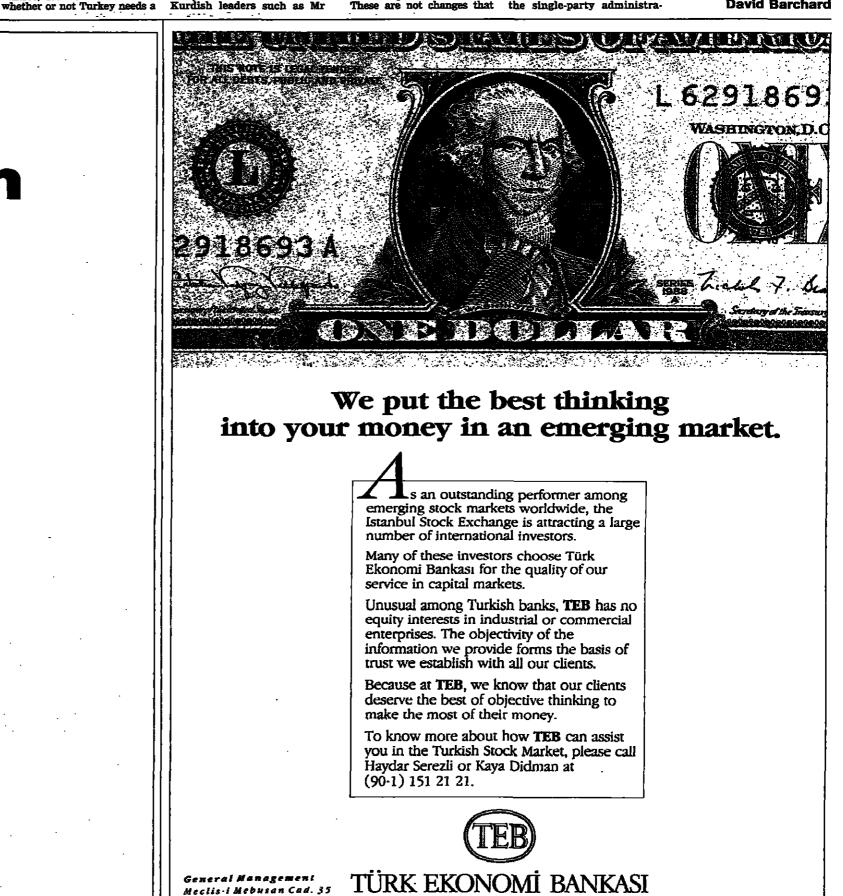
Turkish soldier watches US marines cross into Irac

tions which Turkey has had (under slightly fudged condi-

In the 1970s, politicians squabbling for power allowed the country to grind disas-trously to a halt, so making the 1980 coup inevitable. Not everyone in Turkey is certain that the possibility can be ruled out in the 1990s. But whether or not things go wrong again lies not in the lands of the army but with the hands of the army but with the country's party politicians.

David Barchard





■AGRICULTURE: support prices re-emerge as a hot potato

Farmers flex growing muscles

THE wheat crop is forecast to reach a bumper 15m tonnes this year after two bad harvests during a prolonged period of drought. But the return to self-sufficiency in basic food production is rekindling a contentious debate over support prices paid to farmers.

Earlier this month, the government appeared ready to cancel subsidies to cereal growers amid mounting anxiety over a worsening budget defi-cit. Then the grain farmers, sounding unusually militant, threatened to march on Ank-ara. Reassurances came that support prices would be main-tained at satisfactory levels.

With an election due in just over a year, the government can hardly afford to alienate the rural vote. Farmers still make up 50 per cent of Tur-key's workforce: population growth in the countryside out-weighs losses from continuing

migration to the cities.

However, the cost of sub-sidising the grain crop, as well as fertilisers and cheap credits to farmers is proving increasingly burdensome. Last year Turkish growers were paid the equivalent of \$200 per tonne of wheat when the world market price was only \$90 per tonne. There is talk now of gradually phasing out subsidies and of regulating prices through the establishment of a Turkish

The State of the S

commodities exchange. Yet, as Mr Osman Ozbek, chairman of the union of agricultural cham-bers points out, even at present levels, Turkish farmers receive only minimal support com-pared with their European

Community counterparts. Wheat-growing and sheep-raising remain the twin pillars of Turkish agriculture, in spite of rapid growth in fruit and vegetable production and a variety of regional crops such as tea, hazelnuts, cotton and tobacco.

Removal of subsidies would expose impoverished Turkish villagers to the grim prospect of subsistence farming, while a large shift of population to the cities would bring social problems on a scale no government would want to confort would want to confront.

Agricultural productivity is declining as the rural population rises, while farm sector investment fell by 6.4 per cent in real terms over the past five

Holdings are increasingly fragmented by the inheritance custom of dividing land equally among sons. Although large, semi-feudal estates can still be found, mainly in the south east, some 70 per cent of Turkish farmers cultivate holdings of about 1.5 hectares. Agricultural exports last

year earned \$2.4bn, according to preliminary estimates from the State Institute of Statistics,

while imports totalled \$2.1bn. Wheat imports following the drought, together with vegetable oils accounted for half that

amount Although the grain crop fell by 10 per cent last year, overall agricultural output grew by an estimated 11.3 per cent, after a 10.3 per cent decline in 1989 when field crops were ravaged by the worst drought in over

half a century.

High yielding seeds contrib-ute to increased output, but Turkey's long-term plans for improved production are based on irrigation. The South-east-ern Anatolia Project (Gap) will eventually add another 1.6m hectares to the present 28m hectares of arable land.

In the meantime, Turkey's Soil Products Office (TMO) is campaigning for better land use between grain harvests. In irrigated areas, farmers are encouraged to grow sunflowers for oil and peanuts. In regions where land must remain fallow to avoid draining soil moisture, pulses take priority.
The success story of recent

years is lentil cultivation, both for domestic consumption as an alternative protein source for poorer families who cannot afford soaring meat prices and

Lentil production has doubled in recent years, reaching 800,000 tonnes in 1990. Exports

of red and green lentils to more than 50 countries earned \$240m last year, according to TMO.

"Prices are much lower than for wheat, but farmers can increase their income considerincrease their income considerably. We also had a very favourable response to a television campaign to encourage people to eat lentils and use lentil flour," says Mr A Kadir Altinsaat, deputy director of the Agricultural Enterprises Organisation (Tigom)

Organisation (Tigem).
Turkey's sheep population is stable at about 35m, a high proportion of which is slaughtered yearly. Sheep meat production last year totalled 420,000 tonnes to 240,000 tonnes for beef and 270,000 tonnes for poultry, according to monficial poultry, according to unofficial igures.

Exports of live animals to the Middle East totalled about 3.3m sheep and 330,000 goats. This trade was worth over \$250m last year in spite of the Gulf crisis, but regional export markets are expected to shrink this year, according to Tigem officials.

Increasing numbers of cattle have been imported for slaugh-ter, mainly from east European countries, to meet a growing demand for beef. About 180,000 cattle for slaughter arrived last

Sheepmeat is not imported, though local consumption is rising. But the livestock sector is low-yielding and attracts little investment by comparison with field crops or fruit pro-

A Turkish sheep produces only half as much meat as its European equivalent. Lack of feed is the main factor; farmers prefer to grow wheat to take advantage of the support prices rather than forage crops.

Sheep graze in meadowland when it is available and on grain stubble after the harvest. In harsh winter conditions they are kept inside and fed on

chopped straw.

A recent livestock development project in Konya, sponsored by the UN Food and Agriculture Organisation, has succeeded in increasing meat yields by fattening lambs with locally produced grain and cottonseed cake.

The real problem concerns breeding, according to Mr Altinsaat. Only the Turkish long-tailed sheep, whose meat yield is low because its tail may contain as much as 25 kilograms of fat, is properly equipped to survive the Anato-

"Recently we've tried importing higher yielding Brit-ish, German and French sheep varieties. They are used to cold weather but not to the big swings of temperatures and they're not sufficiently resistant to disease," he says.

Kerin Hope



Sevket Demirel: lots of people can be politicians

■PROFILE: Şevket Demirel

A case of meeting demand

SEVKET Demirel prefers to run one of Turkey's larger holding groups from an office in a poplar plantation near the village where he was born. It is only since his son joined the business that Sevket Demirel Holdings has acquired modest offices in Istanbul, mainly as a marketing base for a broaden-

ing range of products.

Mr Demirel started his career in the most traditional of Anatolian businesses, carpet-dealing. But when his older brother Suleyman went into politics, things changed. "Someone had to feed the family," he says. "Lots of people can be politicians, but to be a

This announcement appears as a matter of record only.

PAMUKBANK T.A.S.

U.S. \$ 35,000,000

Revolving Credit Facility

Arranger

The Sanwa Bank, Limited

Lead Managers

The Mitsui Taiyo Kobe Bank, Limited National Westminster Bank PLC

successful businessman you need many more skills." Mr Suleyman Demirel's prominence — he served as prime minister eight times between 1965 and 1980 — inevi-tably drew his brother into poltitics as the local party boss in their home town of Isparta in south-western Turkey. Isparta was best known for producing rose oil and some of the largest carnets waren for the Ottoman

However, the younger Mr Demirel had other ideas for developing the region. "It was a question of meeting demand. you don't your competition will," he says. He started by

carpets woven for the Ottoman

transforming the family tim-beryard into a chipboard plant. To ensure a steady supply of raw material stands of poplars were planted around isparta which have grown into a forest of close to 1m trees.

A cement plant followed, producing high-quality brands for underwater and sewerage use from local sources. But it was the construction spree of the 1980s, in which Goltas Cement started operating round the clock to supply the contractors building hotels around Antalya, that generated funds to finance a \$60m investment programme currently

ment programme currently nearing completion.

"We're deeply suspicious of bank loans, as you should be, considering interest rates. They've gone up to over 100 per cent. You don't know if they'll be 40 per cent or 200 per cent tomorrow," Mr Demirel

says.

The chipboard plant is expanding into an integrated has begun manufacturing wood veneer and melaminecoated board. A plywood pro-duction unit will start up shortly. A new production line, using equipment purchased second-hand from Germany, will double capacity at the coal-fired cement factory to 2m tonnes annually.

The investment is about \$30m. The group is also diversi-fying into food processing in a sying into rood processing in a \$25m joint venture with an Italian partner, Puccinelli. A new plant earlier this month started experimental production of dried apple, an important component in baby foods, from last year's surplus crop of apples. A juice-manufacturing unit will come on stream later

in the year.
"This was a necessary move even though it will be difficult to market this product in Tur-key. A large part of the Isparta apple crop is left unsold, and the farmers had already started uprooting orchards. It was a great waste," Mr Demirel

Puccinelli has agreed to import both dried apple and juice output if these products cannot find a local market, he says. The group's marketing operation, launched last year, has improved sales of wood products in western Turkey, out its first real test, according to Mr Demirel's son Murat
"will be to market the apple
products for ourselves, both in
Turkey and the Middle East,
and not just rely on our collaborator.

Competition in Turkey is sharpening all the time. It's essential now to have good for-eign technology and a foreign

partner," he says.

The group is also planning to move into tourism. A luxury holiday village is planned for a site overlooking Lake Egirdir near Isparta which would be a ski-resort in winter and a fish-ing and sailing centre in sum-

The family's political connections certainly helped smooth the way for the holding group to grow. The Isparta region's road network, for example, was among those that were rapidly improved under the Demirel administrations. But politics cuts both ways.

When his brother fell from power, Mr Demirel had problems in buying extra wood for his plant from state-owned for-ests, and the group recently met with obstacles in getting planning permission for its

Kerin Hope



In six short years, Vestel has become a name to be reckoned

within the world of consumer

design and production of advanced electronic equipment such

as a digital CTV with computer-

controlled

teletext

and P.J.P.

facilities,

The first

(Original

Equipment

Manufacturer)

OEM

electronics. Sometimes By developing state-of-Six Is the-art tech-

A Golden

Anniversary

nology, quickly

became the number one

manufacturer of colour televisions, videos, videoplayers, audio equipment, microwave ovens and data display units in Turkey.

Computer Aided Design (CAD) and Surface Mount Technology (SMT) are just some of the technologies Vestel utilizes in the in Turkey, Vestel put Turkish electronics on the world map. Today, a major portion of production is exported to some of the most competitive markets

Vestel: Six golden years in the history of consumer electronics.

in the world.



Phone: (90-1) 160 03 27 (10 lines) Telefax: (90-1) 158 32 69 Telex: 18938214, 27945 nadr tr Teletex: 938214 Islanbul-Türkiye

TRANSPORT The way we do it





HUNGARY + GERMANY + GREECE + THE NETHERLANDS + BSA + YEGOSLAVIA

What's the way to keep up with fashion all over the world?

Co-Lead Managers Doha Bank Limited Q.S.C. The Bahraini Saudi Bank, B.S.C. N.V. De Indonesische Overzeese Bank KLB Asia Finance Ltd. (INDOVER BANK) Managers Banco de Fomento e Exterior

Abu Dhabi Commercial Bank

The Bank of Nova Scotia

Bikuben

Banco Atlantico, S.A.

Participants

Banca Nazionale del Lavoro (London Branch)

Lampebank International S.A.

SBN Bank/Sparekassen Nordjylland A/S **UBAE Arab Italian Bank SpA**

Sanwa Bank

April, 1991

■THE BANKS: expressing fears about the coming year

Under pressure to raise rates

tively easy time in 1990, when interest rates lagged behind inflation and Turkish banks found it easy to make money, there is pressure on banks to raise their rates for lira and

foreign currency deposits.

Turkish banks have to live with extraordinary conditions. with extraordinary conditions. An overnight interest rate of 80 per cent is good news in a country where inflation has not dipped below 20 per cent in more than a decade and has stayed around 50 per cent or higher for most of the last four years. Money is made most easily in foreign trade operations and some times in foreign exchange transactions. There exchange transactions. There is a steady stream of new entrants to this end of the market, many of them companies hoping that they will emulate the profits made by the early trade finance specialists at the

beginning of the 1980s. Recently the large deposit taking banks have begun to view retail banking and per-sonal loans business as poten-tially better business than the traditional activity of lending money to company

highly risky as rates to borrow-ers compound to more than 90 or 100 per cent. Earlier this decade many banks piled up large numbers of non-performing loans. This month, Mr Engin Civan, general manager

For fast, reliable information on Turkey

NEWS DIGEST

The indispensable English-language daily newsletter

for executives dealing with Turkey

Digest of the economic and political news

of the Turkish dailies

For more information

INTERMEDIA

Krizantem Sokak 15 Levent - Istanbul

Phone: 90-1-179 64 02 Fax: 90-1-164 52 09

EXECUTIVE

The Real Property

Service Berry 30

"IT'S going to be a very of Emlâk Bankası usbursan difficult year." says the general reporters that three years ago about 30 per cent of his bank's that three years of succes heavy provisions had reduced

"We are lending very little to businesses at the moment. The better Turkish businessmen in any case have found ways of raising funds more cheaply outside the country," says a state banker in Ankara, Small businessmen still borrow money outside the banking sector as a result, sometimes for up to the equivalent of 130

per cent a year. In spite of this Turkish banking in the early 1990s is better regulated and supervised than at any time in its history. Supervision is largely the work of the treasury which steps in when it perceives that a bank is in trouble. Enforcement of is in trouble. Enforcement of regulations rests with the cen-tral bank and under Mr Rüsdü Saraçoglü, its governor for the last three years, banks have had to have their accounts externally audited.

Though there are still muf-

fled rumours of collisions between banks and their auditors, and even that in some cases the published balance sheets of banks may differ materially from the results submitted privately to the trea-sury or the central bank, it is now possible to get a clear idea of how a Turkish bank is performing from its balance sheet. A more important question

 is whether or not the treasury has sufficient insight into the operations of individual banks to be able to spot danger

signs in time. There may be treasury officials working at desks inside banks. But it is by no means clear that they have access to all the information they need,"

For the last two years, banks have been under orders from the treasury to raise their capi-



tal by stages to bring their risk/asset ratios into line with Basle standards. Even so risk asset ratios are not always easily available, and asked to provide them, some bank general managers seem startled.

Nor is cost control easy. Is

Bankasi has begun to trim its branch network slightly in the last two years and started to reduce its staff numbers slightly, mostly through natu-ral wastage though there have been some redundancies. Ziraat, Turkey's state-owned agriculture bank, has not opened a new branch in two

"You can't have cost-accounting in an environment like this." says one general manager. "It is out of the ques-tion. We can't offer our shareholders cost/income ratios along the lines of Western

At Ziraat Bankasi, personnel expenses have risen 10-fold in lira terms in three years. Dur-ing this period, the bank has undergone a large internal reorganisation as Mr Coskum Ulusoy, the bank's general manager, a US-trained banker, has worked to convert it from an old-fashioned state credit agency, often used for political

national banking group.

Ziraat is a state-owned bank and likely to remain so. But even in the private sector, ownership of the banks tends to be grouped in the hands of individuals, usually industrialists, rather than dispersed among shareholders. Those banks which do have a large number of individual share holders tend to be dominated by their managements through stakes owned by the banks'

own pension funds. Efforts to break the hold of industry on the banking sys-tem have been applied some-what half-heartedly since the early 1980s. In theory there are tight ceilings on the amount of inter-group lending a bank can

occasionally, banks do change hands, but when they do so, it is usually to move from one group to another. Following the resignation last month of Mr Ibrahim Betil, general manager of Garanti general manager of Garanti Bankasi, a leading Istanbul commercial bank, Koc, one of Turkey's two main groups, engaged in behind-the-scenes talks about purchasing it from Mr Ayhan Şahenk, its present

About the same time, owner-ship of Impex Bank, a small trade finance specialist previ-ously owned by Mr Asil Nadir, the Polly Peck chairman, was quietly transferred to the Kli-yesil family of Adana. They in turn are linked to the Karaehmet family which owns the Cukurova Group, which includes three of Turkey's largest banks, Yapi ve Kredi, Pamukbank, and Interbank. Because of the emphasis on proprietorial control, mergers tween banks are virtually unknown. As yet the Turkish banking sector is largely insulated from the global banking market and the foreign pres-ence in the market is confined

to small offshoots of interna-tional groups. This means that there is little pressure for con-Eventually the barriers between Turkey's financial system and that of the rest of rope will come down. But in a turbulent environment where an overnight rate of 80 per cent is good news, that day is proba-bly still some way off.

David Barchard

BUSINESS is relatively quiet at present for the men who sell odd lots of brightly coloured bearer shares on the waterfront outside the Istanbul stock exchange. The individual investors whose discovery of the bourse in 1989 helped propel the market to undreamt-of heights last summer have grown more circumspect.

bourse in droves as the Turkish economy starts to look increasingly shaky. Now that interest rates are rising, funds are being switched out of stocks and into bank accounts. The rate on one-year deposits in Turkish lira averages 65 per cent, compared to an inflation rate of just over 60 per cent.
An alternative is to buy for elgn exchange, often in the form of wads of US dollars.

from the currency dealers in the covered bazaar. After a period of relatively slow depre-ciation against leading curren-cies, the lira fell by 30 per cent against the US dollar over the east four months.

Currency speculation, for-

merly a furtive bazaar activity, has flourished since the lira was made fully convertible, but rumours are circulating that limits on purchases may be imposed if the flight into dollars and D-marks takes on alarming proportions.
Stock exchange administra-

tors seem unworried by the departure of the private inves tors, who gave the bourse a colourful but chaotic atmosphere considerably at odds with official efforts to make Istanbul appear a model emerging market.
"The volume of transactions

has actually increased recently despite the loss of many indi-vidual investors. It's a healthy sign," says Mr Ismail Kovaci of the exchange. According to fig-ures from the exchange, firstquarter trading volume increased from TL3,000bn in 1990 to TL8,200bn this year. Activity was particularly high in February as the Istanbul market followed the rise in prices in New York and Lon-don. Indeed, the bourse's increasing responsiveness to as a sign of growing maturity.

At the end of February the ISE index had recovered to 5,102, close to its all-time high of 5,384 last July. Since then it has retreated steadily as post-war euphoria was overtaken by domestic economic concerns.
By early May, the index had slipped below 4,000 again.
Foreign institutional inves-

tors who entered the market when capital movement was liberalised in August 1989 are



STOCK EXCHANGE: quieter times as funds switch to banks

Small investors desert bourse

thought to account for less than 5 per cent of holdings. But interest in the Istanbul bourse remains positive: the International Finance Corporation (IFC), the investment arm of the World Bank, which launched the Turkey Fund quoted on the New York stock exchange - is preparing another offshore unit trust based on Turkish equities.

Equity trading on the exchange is unlikely to be fully computerised until a move to new premises in the Macka district which has been delayed by a legal dispute. Present conditions are so cramped that the 400 traders, representing 137 banks and brokerage houses, can barely squeeze on to the

shout to start with the launching of a secondary market in bonds. Over-the-counter bond trading amounted

ket heavily dominated by trea-sury bills and government

"It's a market that's directed by the government with the demand side mostly controlled by the banks. But I believe the secondary market will encourage a new diversity of financial instruments and in bring many more investors," says Mr Abdullah Akyuz, head of the exchange securities depart-

Exchange officials are working to improve the regulatory framework. Settlement must be completed on the day after transaction, and reporting is becoming stricter with listed companies required to publish quarterly balance sheets as well as fully binding yearly

The capital markets board. appointed by the government to supervise the bourse, has

proposed legislation making insider trading illegal. However, doubts remain that it can be effectively applied in Tur-key's close-knit business community. In a shallow market with only 117 listings and little emphasis on research, companies often manipulate demand both in buying and selling

"If you have a young emerg-ing market, support buying and selling by companies actually arouses interest. Insider trading should be regulated rather than prevented, one

Turkish analyst says. Increased liquidity would lift confidence in the market: there are hopeful indications as more family-owned companies decide to raise capital through a quotation on the bourse rather than pay horrowing rates of over 100 per cent. But a general reluctance to release more than the required 15 per cent of equity means that it will be a slow process. The government is helping

to deepen the market, both through sales of its minority stakes in listed companies and an extensive, though only moderately successful, privatisa-tion programme. In fact the government-controlled Public Participation Fund (PPF), set up to dispose of state-owned assets through the exchange, is sometimes accused of crowding out other would-be entrants by

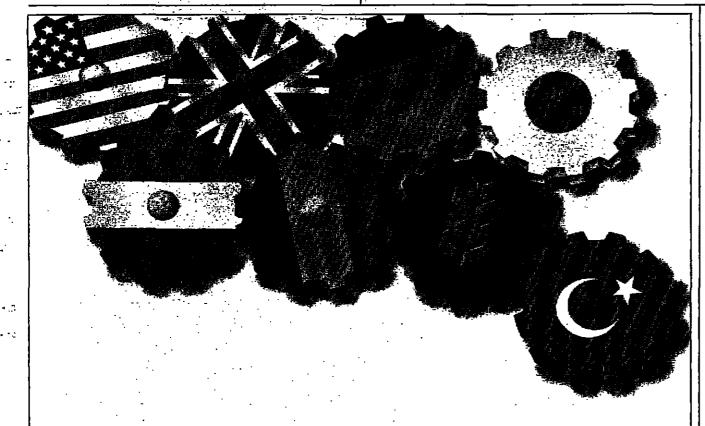
stock.

However, last year's privati-sation of Petkim, the state pet-rochemicals producer, turned into an embarrassment with PPF being forced to buy back about one-quarter of stock floated only a few months ear-lier. As a market maker, it had to support the price after Pet-kim bond holders with share

options dumped their shares. Efforts to sell a 5 per cent stake in Turk Hava Yollari (THY), the national airline, also proved disappointing. The issue was only weakly sub-scribed and was eventually offered at a discount to THY employees. It raised only TLi3.3bn against a target of

TL40bn. In spite of the uncertain economic climate and some unwillingness on the part of banks to underwrite PPF issues for fear they fail to attract enough investors, the Fund is planning to dispose of five food companies controlled by Ziraat Bankasi, the leading state-owned bank, before selling off a much larger enter prise, Turkish Petroleum Refi-

Kerin Hope



International

international bank in Türkiye, look around you... to Germany... where Ziraat's Frankfurt branch and eight representative offices teel the pulse of the European market-and build a bridge with Turkish citizens working in Europe.

banking services for business between the U.K.

to Brussels... where Ziraat plays an active role in the integration of Turkiye with the European Community, and to Rotterdam... where Ziraaf forges vital links with European financial

If you want to know what makes Ziraat the most <u>to New York</u>, where Ziraat speeds up banking transactions between the United States and Türkiye.

and to Tokyo... where Ziraat acts as an advisor on business opportunities between Japan and

to Landon... where Ziraat provides a full range of All this makes Turkiye's biggest bank also it's most international bank.

> So when you're looking for help and guidance with your investments in Türkiye-from industry to tourism-look to Ziraat first.



We are a leading manufacturer of white goods. household appliances and electronics in Türkive. We've been growing fast ever since we started operations thirty years ago.

Our growth hasn't gone unnoticed.

Several major European companies have been quick to forge strong links with us.

For more than twenty years, we've been manufacturing AEG-brand white goods in Türkiye at one of Europe's largest-capacity plants.

Two years ago, this cooperation with AEG Aktiengesellschaft became a formal partnership.

If you haven't heard of Profilo, you soon will.

In electronics, our Telra company, producing Telefunken and Saba TVs, video recorders and music sets, recently entered into a partnership with the brands' European manufacturer, Thomson Electronics in France.

With our expertise at getting into major world markets, we've also been exporting our 70 and more different products in Europe, the Middle East and North Africa.

As our production and marketing capabilities grow, Profilo will be able to offer the world's manufacturers and traders fast growth as well. Profilo.

We're going to make a big name for ourselves.



Profilo Holding AŞ Cemal Sahir Sokak 26-28, Mecidiyeköy, 80470 İstanbul, TÜRKİYE Tel: 174 33 00 Fex: 167 65 12 Tbc: 26171 prof tr

TOURISM: the empty tables highlight the change in fortune for the industry

Down to earth with a painful bump

"LAST year it was raining tourists. This year they're no where to be seen," says an Istanbul restaurant owner, looking disconsolately at an array of empty tables in the cobbled square of Kumkapi, a favourite place for eating fish.

The recession in northern Europe, together with linger-ing fears of terrorism in the eastern Mediterranean following the Gulf war, has brought Turkey's tourist trade down to earth with a painful bump.

Turkey has enjoyed several years of substantial if somewhat uneven growth in tour-ism. Receipts rose last year by 30 per cent to an estimated \$3.3bn. The number of foreign visitors totalled a record 5.3m. Such results seem all the more impressive given that cancella-tions started flooding in after Iraq's invasion of Kuwait last August, only halfway through

However, this year the pic-ture is altogether different. Arrivals are likely to fall by at least 45 per cent, according to Mr Bahattin Yucel, chairman of the Union of Turkish Travel Agencies (Tursab). This would be a much sharper drop than in Greece or Spain, Turkey's main competitors in the European mass tourism market, where a decline in numbers of about 20 and 10 per cent

respectively is expected.
"Not even a big rise in late-season bookings can save us this year. The situation is so bad that some operators will be forced to shut down by the end of the year. The government is promising lower interest rates on loans to the tourist industry. Even so, many hotels will be changing hands," Mr Yucel

says. The problems confronting Turkeys newest industry underline the weaknesses of a policy that offers generous incentives for building hotels but pays little attention to developing the co-ordinated marketing and advertising needed to fill them with guests throughout an eight-month

Thanks to government assis-



tance that included offering 49 year leases on sites along the southern coast, Turkey's bed capacity has grown from 50,000 to almost 200,000 in officially approved hotels and "pansi-yons" in just six years. Larger hotels have been able to cover their operating costs with

encouraging continued new building. By 1994 the number of hotel beds may approach 500,000

The international hotel chains have helped extend the construction spree to Istanbul, which attracts some 2m tour-ists annually. The idea is that if more top-quality accommo-dation is available, the city will become a leading centre for conferences and incentive tour-

It fulfils the other main requirements: good shopping and a wide choice of both museums and restaurants. The number of beds in first-class hotels in Istanbul will rise from 14,000 to over 25.000 in the next three years, with the opening of half a dozen new establishments. Among them are a second Hilton and the Ciragan, an Ottoman palace built by a 19th century sultan, being restored by the Kempinski Group.

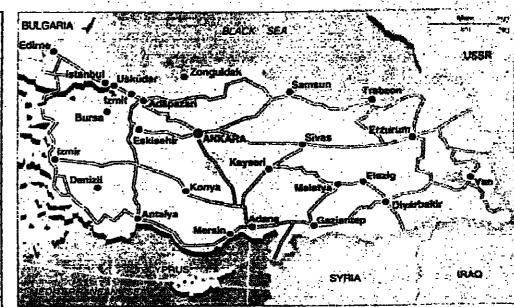
The government's long-term target is 1m beds and 30m tourists a year. But Mr Yucel believes that with better-organised promotion, Turkey's present tourist infrastructure could

KEY FACTS				
Area	76	9,360 sa km		
Population				
Head of State				
Currency		Lira (1L)		
Average Exch Rate 1989 \$1 =	TL2,122 1990 S	\$1 = TL2,509		
ECONOMY				
	1989	1990		
Total GDP (Sbn)	78.5*	108.9*		
Real GDP growth (%)	1.1	9.0*		
GDP per capita (\$)	1,417	1,903		
C'sumer prices (% change pa)	63.3	61.0"		
Reserves minus gold (\$5n)	4.8	. 6.2		
Money growth (M1, % pa)	69.8	87 7**		
Discount rate (% ps, year end).	54.0	45.0		
Total external debt (\$bn)	41.6	na		
Debt service ratio (%)	32.1	na		
Current account balance (Sbn)	0.97	-2.40°		
Exports (\$bn)	11.77	12.00°		
Imports (\$bn)	15.97	38.00*		
Trade balance (\$bn)	-4.20	-18.00°		
Main trading partners				
(1989, % by value)	Exports	Imports		
West Germany	18.7	14.0		
ltaty	8.4	6.8		
US	8.3	13.2		
EC	46.6	38.4		
Middle East	24.7	18.6		
	_	U estimate		
	Zna Qu	arter figure		
Source: IMF, Datastream, Economist Intelligence Unit				

handle as many as 10m visitors a year. He admits that high inflation and interest rates are a disadvantage, making it hard to predict prices from one end of the season to the other.

On the other hand, the quickening pace of deprecia-tion of the Turkish lira should increase the country's chances ket our tourist product more effectively abroad, we'll always be the first Mediterranean des-tination to suffer when things get difficult in northern

urope," he says. Established Turkish tour operators are postponing plans for expansion. One of them, Camel Tours, specialised in



key before joining the rush to invest in the south coast. "Business was growing so fast we were involved with hotels and were even thinking of setting up a charter airline. But in this situation, we are concentrating again on the historic places," says Mr Esat Yalcin, the general manager.

While more foundary hotels

While more four-star hotels can be found within easy reach of ancient sites in Anatolia sometimes to the detriment of the surroundings - it is clear that historical and cultural tourism has largely been overtaken by the sun-and-sea alter-native. If Turkey has opted for mass tourism along its Mediterranean coast, there are plenty of other places to

xplore. People looking to escape

try Turkey's mountainous Black Sea coast. Cooler weather conditions there make for a short season lasting only about three months, which means the region may escape the developers' attention for some time to come. Still, the tourist season to 10 or 12 months in the Amalya region. frenetic pace of hotel construc-tion in the south-west will certainly slow down, if only temporarily, as a result of this year's plunge in occupancy levels. Some rethinking is under way at Belek, a project east of Antalya, and an example of how the Turkish tourism

same trap as Spain and Greece in earlier years.

The plan was to build seven first-class hotels along a 15-kilometre strip of pine-shaded beach. But the project now

industry has fallen into the

of 18,000 beds, as well as a series of 18 and 38 hole golf courses to be constructed over the next three years. The golf courses, the first at a Turkish resort, are intended to increase earnings by lengthening the

We are thinking of balving the number of beds in our hotel at Belek because of the

pressure on the space," says Mr Muharrem Kilic of Mesa Touristic Facilities.

Think of the problems finding and training the thousands of staff needed for such a big complex. And who wants to play golf on six courses all in one place? Overbuilding is not the right approach to tourism."

■PATENTS: draft bill comes off the shelf

Ministers divided over measures

FOR the past seven years, as prime minister and president, Mr Turgut Ozal has been promising that Turkey's patent laws will be revised.

Today, a long-pending draft bill looks as if it may finally be coming off the shelf. There is just one problem. The bill needs the whole Cabinet's sig-nature. But two ministers will only sign if it continues to exclude protection from pharmaceuticals. And four ministers will only sign if it includes pharmaceuticals.

The cavalier way in which local pharmaceutical compa-

nies pirate products is why Mr Halil Sivgin, minister of health, faced a rough hearing in London for his attempts to encourage British imports of Turkish pharmaceuticals. A number of foreign companies are refusing to invest until patent protection is intro-

The patent issue is only one

of the problems in the field of intellectual property which have caused the US to put Tur-key on its watch list. Other issues are the inadequacy of copyright laws for books and computer programmes and the

lax enforcement of such laws as do exist.

Publishers such as Longman have had to face photocopy piracy of their English language teaching books - losing, they estimate, 80 per cent of their market - as have producers of German medical books and Italian art books. Oxford University Press is suing its former agent, Haset, and the UK Publishers' Association has initiated several dozen lawsuits.

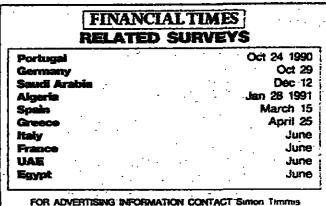
The maximum fines are not striking. But conviction does carry the deterrent of opening the way to a criminal prosecu-tion for theft.

electronic data. The Turkish Information Systems and Industrialists' Association, Tubisad, has been promoting a revision of the penal code. The current draft changes foresee up to six years' prison for illegally procuring, corrupting or destroying electronic data. However, Mr Murat Kasaro-

glu, secretary general of the association, complains that there is no formal legal defini-tion of electronic data, meaning that the courts are reluctant to act. However, software houses have found their security police on secrecy

Still, Turkey is not a total pirates' paradise. In 1987, fol-lowing intensive lobbying by Warner Brothers and United Artists, a law controlling movie, video and music piracy came into force. The compa-nies say this has been working well. To the envy of the international pharmaceutical com

David Tonge



071-873-3276 FOR EDITORIAL INFORMATION CONTACT DAVID DODWELL 071-873-4090

The language of international trade is universal, like music.



Esbank speaks this language proficiently.



Meşrutiyet Caddesi 141. Tepebaşı, 80050 İstanbul, Turkey Tel: (90-1) 151 72 70 (19 Lines) Fax: (90-1) 143 23 96, Telex: 25558 erbitr



hen in business with Turkey do as smart businessmen do.

> EMLAK BANKASI offers global service with local insight.



Head Office: Büyükdere Cad. 45, 80670 Levent / ISTANBUL Phone: (90-1) 176 93 14; Fax: (90-1) 176 58 22 Paris Representative Office: 82 Boullevard Haussmar Phone: 33 - I 42930195 :Fax: 33 - I